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A CHILTON PUBLICATION

SEPTEMBER 1958



In This Issue: Transportation Buying and Selling

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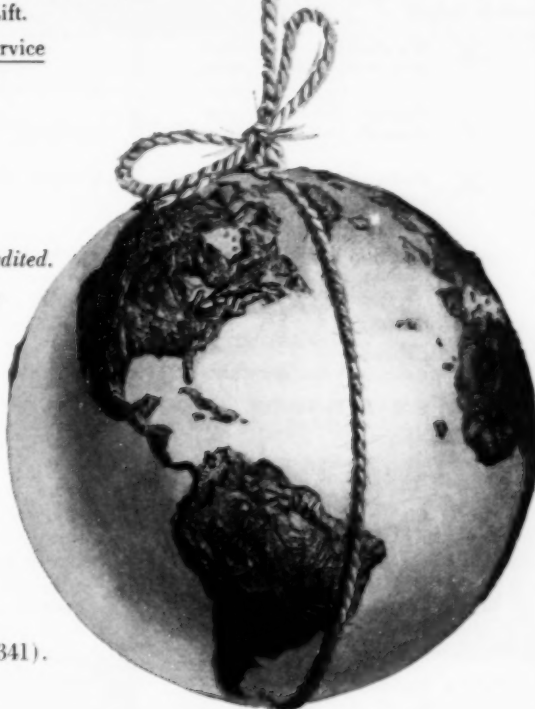
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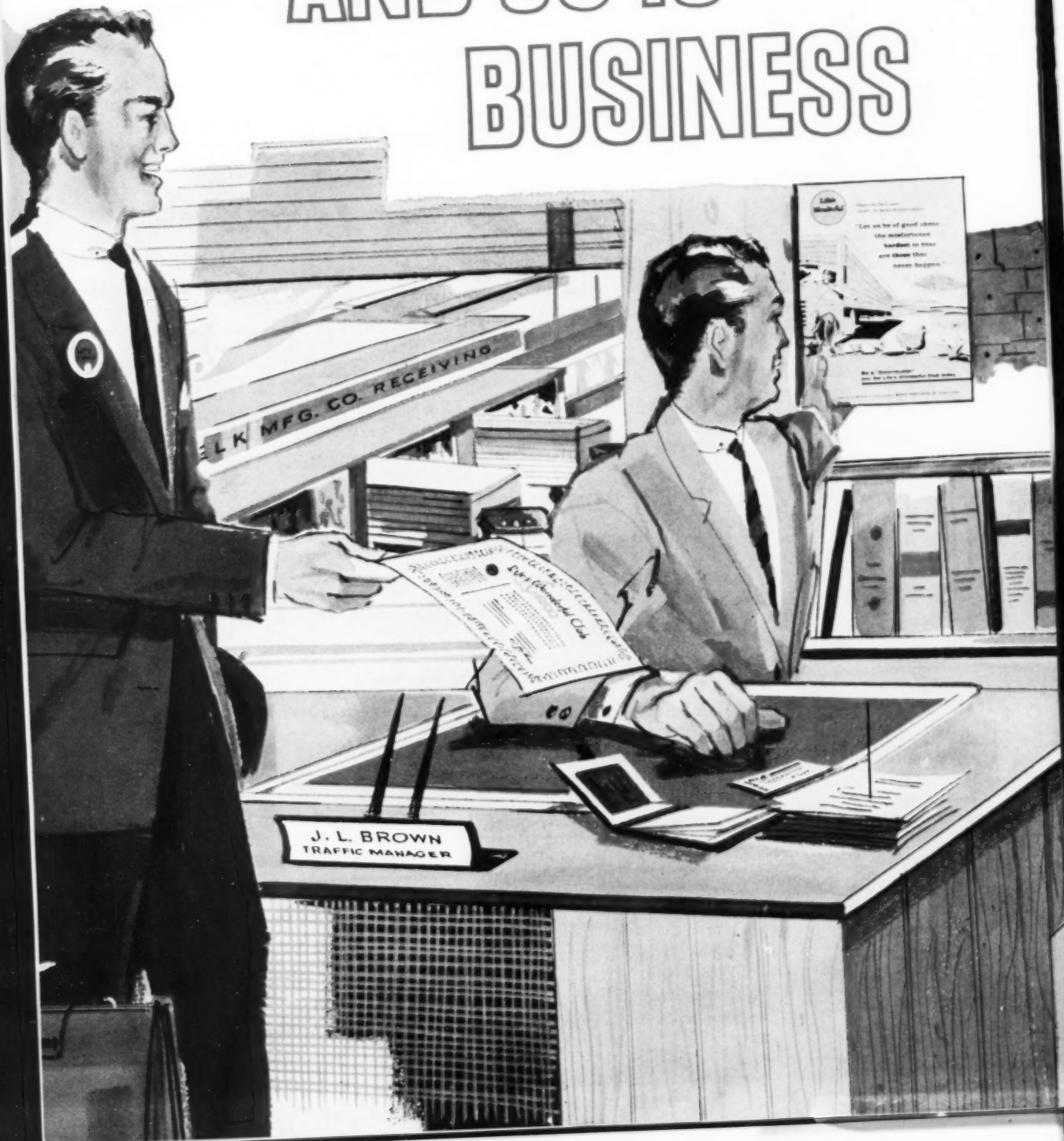
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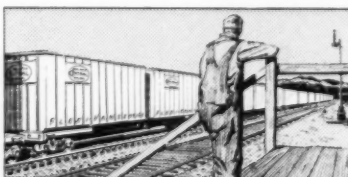
A New York Central Exclusive
Flexi-Van Service is operated exclusively by the New York Central. For complete information write or phone:

- In New York, New York Central Railroad, 466 Lexington Ave., New York 17, N. Y. Tel. MUrray Hill 9-4637.
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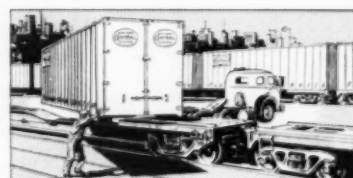
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Flexi-Van picks up your shipment on schedule. You take advantage of the flexibility of the local truck at your shipping door plus the reliability of cross-country rail transportation.



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Flexi-Van travels on "Early Bird" schedules, dependable fast service with on-time delivery between four major Terminal Areas in the East and four in the Midwest.



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Flexi-Van shipments are delivered promptly upon arrival of freight train. You are advised 24 hours in advance when a Flexi-Van shipment will arrive at your receiving platform.

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For more information on these new flights or on United's "All Radar" fleet and door-to-door service, call the nearest United Air Lines representative or write Cargo Sales Division, United Air Lines, 36 South Wabash, Chicago 3, Illinois.

IT COSTS NO MORE FOR EXTRA DEPENDABILITY—ON UNITED, THE RADAR AIRLINE



NEWS

AAR's Faricy to Receive National Transport Award

William T. Faricy, former president and chairman of the Board of the Association of American Railroads, has been selected to receive the 1957 National Defense Transportation Association Award.



The award is presented to "the person whose achievements have contributed most to the effectiveness of the

transportation industry in support of national security."

Formal presentation will be made at the National Defense Transportation Association's Annual Dinner, November 12, at the Sheraton-Jefferson Hotel, St. Louis.

—DA—

Emerick Elected President Of National Cartage Group

The National Cartage Associates, at its First Annual Meeting, elected J. L. Emerick, president of Chicago Terminal Clearance Co., president of the group.

Other officers elected were Ernest T. Sherry, of Service Terminal Corp., Philadelphia, vice president; and A. Joseph Garner, of Central Storage and Transfer Co., Harrisburg, Pa., secretary-treasurer.

A feature of the three-day meeting in Chicago was a report on progress in Piggy-Back. This type of long-haul service was discussed as it relates to local cartage.

Transportation Statesmanship Is Theme For AST&T Annual Meeting in New York

"Transportation Statesmanship" and "Management Conception of Transportation" will be the themes for the September 11th Annual Meeting of the American Society of Traffic and Transportation. Sessions will be held at the Commodore Hotel, New York.

At a luncheon co-sponsored by the Traffic Club of New York, Dr. George P. Baker, professor of transportation, Harvard, will be the speaker. His subject: "Education to Transportation Statesmanship."

The afternoon session, arranged by the New York State Chapter, features a forum meeting on "Management Looks at Traffic and Distribution." The position of distribution and traffic as a major management function will be explored by a panel.

—DA—

ICC Liquidates Transport Mobilization Staff

The ICC has liquidated its Transport Mobilization Staff.

The action was taken after Congress failed to appropriate funds for this work. The staff was set up to carry out defense mobilization duties assigned to the ICC by the Office of Defense Mobilization.

ATA Driver Award



Alabama driver Reuben C. Thomas and his wife were greeted in the Capitol office of Vice President Nixon during a tour of Washington as guests of the American Trucking Associations, Inc. Thomas won the Associations' Driver of the Year award

Packaging Institute Ready For 20th Annual Forum

More than 50 technical papers on specialized aspects of packaging progress will be presented this year in the Packaging Institute's 20th Annual National Packaging Forum. The three-day program is scheduled for October 13-15 at the Edgewater Beach Hotel, Chicago.

A feature of the Forum will be the presentation of the organization's Corporate Award and its Professional Award. The Award Dinner is scheduled for Tuesday night.

The Forum will close with a Packaging Luncheon on Wednesday. This will give registrants an opportunity to attend the combined Packaging Institute-SIPMHE Technical Session.

(Please Turn Page)

Chuting the News...

(Continued from Preceding Page)

Seaway Tolls Criticised At Washington Hearings

Witnesses appearing at hearings conducted by Lewis G. Castle, administrator of the St. Lawrence Seaway Development Corp., opposed the proposed measurement rules and toll rates. Many of the opponents expressed concern that the Seaway would not be self-liquidating.

One of these opponents was Burton N. Behling, economist for the Association of American Railroads. He estimated that these tolls would cover only 60 per cent of costs. He also claimed that the traffic capacity of the Welland Canal and the available traffic potential of the Seaway have been over-estimated by 20-million tons.

Roger H. Gilman, director of port development for the Port of New York Authority, also saw these tolls as inadequate. A similar view was expressed by Charles R. Seal, deputy executive director of the Virginia State Ports Authority. James W. Danahy, chairman of the New York-New Jersey Committee for a Self-Supporting Seaway, backed up his argument that tolls are too low by citing figures used in earlier discussions of Seaway building.

Harry C. Brockel, chairman of the Board of Harbor Commissioners of Milwaukee, had another basis for opposition. He suggested that the tariff should show clearly that it was intended to provide bulk cargo rates on domestic cargo only when the traffic actually was domestic. The bulk rate should not apply to imported commodities that are transhipped.

—DA—

The Annual Meeting of the Middlewest Shipper-Motor Carrier Conference will be held at the Hotel Sheraton-Fontanelle, Omaha, Neb., September 16 and 17.



First Meeting Is Held in Project to Set Standards for Sizes of Shipping Containers

Four major areas of work for the development of standard sizes of shipping containers were set up at a recent meeting in New York.

The newly organized MH 5 project is operating under the procedures of the American Standards Association. It is sponsored by the American Society of Mechanical Engineers and the American Material Handling Society.

—DA—

National Truck Leasing System will hold its Annual Meeting in Chicago, September 8-11, at the Blackstone-Sheraton Hotel.

—DA—

ATA Holds Conference

The Technical Conference for Refrigerated Carriers, sponsored by the Common Carrier Conference-Irregular Route, was held recently at the Kellogg Center, Michigan State University.

Instructors included Paul R. Achenbach, of the U. S. Department of Commerce; Paul J. Jung; Holly J. Biers, Fruehauf Trailer Co.; Rollin F. Allyn, Liquid Carbonic Co.; James G. Hays, Michigan State University; James L. Threlkeld, University of Minnesota, and V. W. Snyder, Thermo-King Corp.

The Common Carrier Conference-Irregular Route is an affiliate of the American Trucking Associations, Inc.

Four subcommittees were established. Each will work in one of the following areas: Pallet containers, cargo containers, van containers, and international coordination. The international group will gather information on similar work underway overseas.

Interest in the project was indicated by the representation of 47 national organizations at the meeting. Requests for membership on MH 5 still are being received. Chairman of the committee is Herbert H. Hall, consultant engineer, of Pittsburgh, Pa. Fred Muller, Jr., of ACF Industries, is secretary.

—DA—

Robert Gunning, who for the past two years has served DISTRIBUTION AGE as an advisor on clear writing, has now been named a full-time consultant. As our readability consultant, he will serve the DA reader by keeping a constant check on the quality of writing.



A new roller-conveyor system for fast handling of air freight has been installed by United Air Lines at Midway Airport in Chicago. Freight moves (far left on opposite

page) on belt bound for separation station. Chicago freight (center picture) is separated from other items. Packages (above) are held in live storage on 14 lines

Highway Fund Apportionment Announced by Commerce Dept.

The apportionment to the states of \$3,400,000,000 for highway improvement for the year beginning July 1, 1959, was announced recently by Commerce Secretary Sinclair Weeks.

The federal official explained that the apportionment was made 11 months in advance so that states can plan use of the funds. He also reported that the federal highway program is advancing on schedule.

Included in the new apportionment is \$2,500,000,000 for the National System of Interstate and Defense Highways. It also provides \$900 million for the regular federal aid program.

—DA—

Carey Appointed Chairman Of U. S. Chamber Committee

Walter F. Carey, president, Automobile Carriers, Inc., Birmingham, Mich., is the new chairman of the 1958-59 Transportation and Communication Committee, U. S. Chamber of Commerce. The committee recommends Chamber policies concerned with motor transport, railroads, aviation, merchant shipping, barge lines, highways, urban traffic, postal service, telephone, telegraph, cable, radio, and television.

SIPMHE Completing Plans for Triple Event; Entry Blanks Mailed for Annual Competition

The SIPMHE-sponsored, annual triple feature of distribution will be held the week of October 12 in Chicago.

This year's features will be the 13th Annual Packaging, Handling, and Shipping Show; the yearly Technical Short Course; and the Annual National Protective Packaging and Materials Handling Competition.

The show and competition will be held at the Coliseum, October 14-16. The Short Course will be held at the YMCA October 13-15.

In addition, the Packaging Institute will hold its Annual Forum at the Edgewater Beach Hotel, October 13-15 and will join with SIPMHE in a joint program on October 15. The Packaging and Handling Committee of the Air Craft Industries Association will meet October 15-16 at the Bismark Hotel.

—DA—

In a statement presented to the Railroad Retirement Subcommittee of the Senate Labor and Public Welfare Committee, Daniel P. Loomis, president of the Association of American Railroads, declared that passage of Senate Bill 1313 calling for increases in railroad retirement and unemployment benefits would increase carrier costs and make the economic situation for many railroads uncertain. The bill calls for \$185,000,000 in additional payroll taxes.

—DA—

U. S. Packaging Symposium

A three-day Joint Military-Industry Packaging and Handling Symposium will be held starting September 30. It is sponsored by the Office of Naval Material, Department of the Navy. Nearly 130 speakers will participate in the 20 sessions. Meetings will be held in five auditoriums.

Clark Essay Contest Opens

"Materials Handling — Tomorrow's Solutions of Today's Problems" is the theme for the 1959 Clark Essay Contest. Sponsored by the Industrial Truck Division of Clark Equipment Co. and conducted by the American Materials Handling Society, the contest opened September 1. The deadline is April 3. A first prize of \$2,000 and nine other prizes totaling \$3,000 will be awarded for the best papers.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

President Signs Transportation Act of 1958, Congress' Answer to the Railroads' Problems

President Eisenhower, on August 12, signed into law The Transportation Act of 1958, Congress' answer to the railroads' request for financial aid and a change in regulation.

Features of the bill are: Government guaranteed loans for maintenance or purchase of equipment; more competitive rate making; permission for ICC to discontinue trains imposing a burden on interstate commerce; and permission for ICC to deal with intrastate rates that burden interstate commerce.

The new bill freezes most agricultural exemptions. However, these items are brought under regulation: Cocoa beans; coffee beans; tea; bananas; frozen fruits, berries, and vegetables; imported wool; some wool products; and fish treated for preserving.

On the same day, the President signed Senate Bill 3916. This measure extends for two years those provisions of the Shipping Act of 1916 relating to dual rate contract arrangements. Called a temporary measure, it is designed to prevent ruinous freight rate wars in water shipping.

AAR Elects Vice President

John Handly Wright, of Winnetka, Ill., recently was elected vice president in charge of the Public Relations Department by the Association of American Railroads.

Elected by the Board of Directors, he succeeds Robert S. Henry, who retired after 37 years in the railroad industry. Henry will continue to serve the AAR as a special consultant.

The new vice president has been, for the past five years, the midwest partner of Salvage & Lee and executive vice president in charge of the firm's Chicago operations.



Propeller Club Convention To Discuss Cargo Handling

Predicting a change in cargo handling methods within the next five years, the Propeller Club of the United States has announced plans to discuss this subject at its Annual Convention.

The program will emphasize materials handling, containerization, and nuclear power for merchant vessels. It will be held Oct. 15-17 at the Fairmount Hotel, San Francisco.

ATC Announces Schedule For 35th Annual Meeting

The Associated Traffic Clubs of America has announced plans for its 35th Annual Meeting to be held September 28-30 at the Sheraton-Palace Hotel, San Francisco.

Events planned for Sunday are all social affairs—a brunch for the ladies and a "Nightcap Get Acquainted Party" for all ATC conventioners. The Board of Directors meeting will be held the same day. The Convention closes on Tuesday night with a banquet. William A. McDonnell, president, U. S. Chamber of Commerce, is the speaker.

MH Conference Held

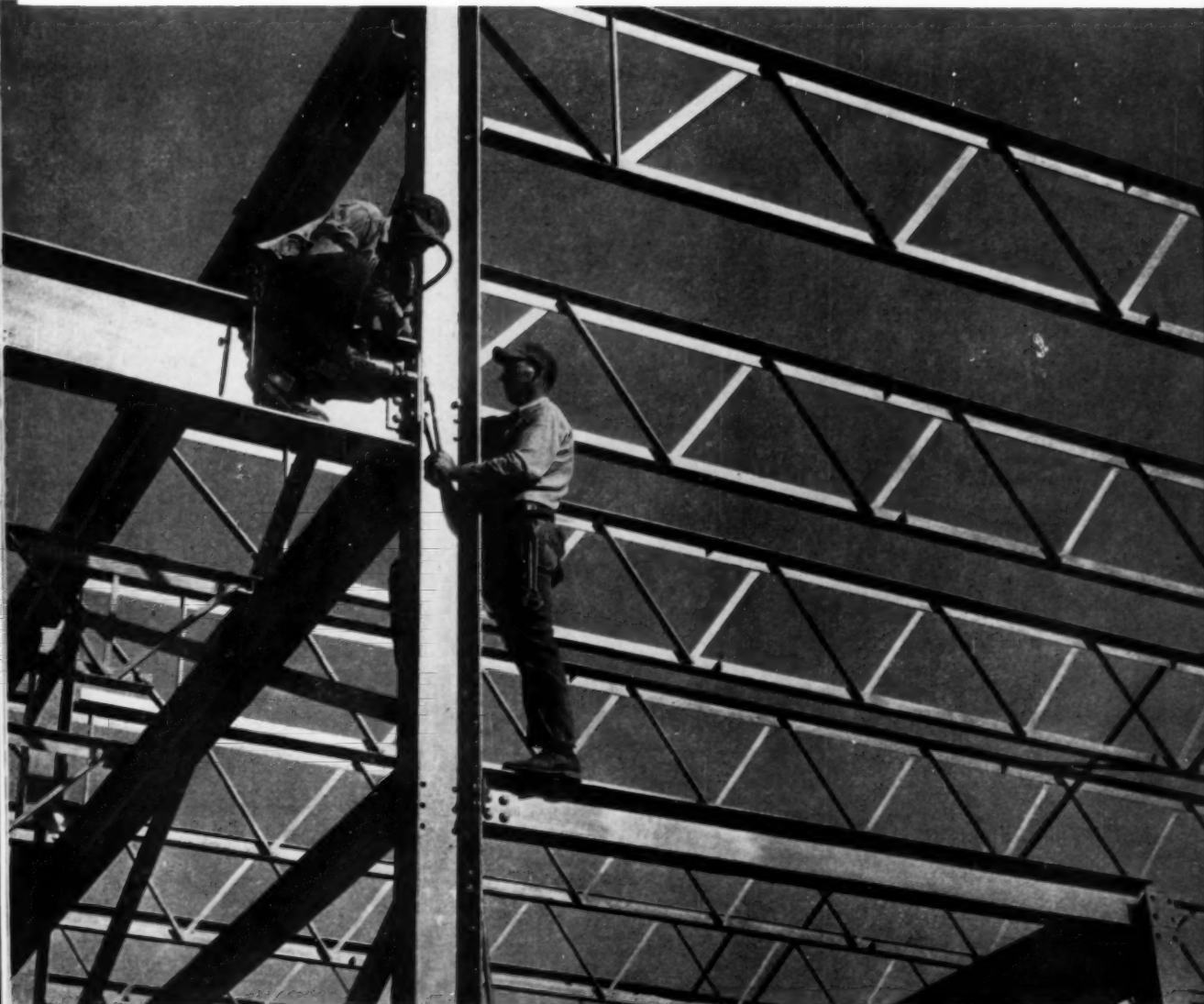
Eighteen of the nation's leading materials handling authorities provided instruction at the 1958 Material Handling Training Conference, held recently at the Lake Placid Club. Discussions were based on the latest thinking on equipment use, automation, handling analysis, warehousing, plant surveys, and organization.

(Please Turn to Page 14)

New East Coast Terminal



Aerial view (Brooklyn in background) of the new \$8,250,000 Maersk Line Terminal, Pier 11 in the Atlantic Basin area of the Brooklyn-Port Authority Piers. The first of ten new piers to be completed under the Port of New York Authority's \$85,000,000 seven-year redevelopment program. The three-berth terminal has a single shed providing 270,000 sq ft of covered space. The loading platform can accommodate 144 trucks at one time. The Maersk Line offers service between New York and the Far East.



The next girders are 100 miles away

But the contractor isn't worried a bit. He has just checked with the C&O traffic office. They told him exactly where his next car of steel was at the moment, and when it was scheduled to arrive.

With today's construction methods, there is often only limited space for on-the-job storage. The efficient contractor tries to schedule his shipments so that materials arrive when he needs them, and CLIC helps him do it! CLIC (Car Location Information Center) is right on the ball. Minutes after a car

passes a junction point, CLIC flashes the news by teletype to the C&O traffic office directly concerned with your shipment.

CLIC is one of the special services you can count on when you route your shipment C&O. On every transportation job that calls for dependable timing, try CLIC! Just talk to your nearest C&O traffic representative. He'll watch for your car and through C&O's exclusive all-teletype car reporting system, will let you know when it will be delivered to you.

Would you like a copy of a booklet describing CLIC? Just write:



Chesapeake and Ohio Railway

3803 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C&O . . . AND WATCH IT GO!



Membership in the "Life's Wonderful" Club formed by Spector Freight Systems, Inc., has reached 250,000 members. Val J. Williams (left), vice-president of marketing for Spector, presents John A. Ebeling with membership badge. Club's credo calls for at least two optimistic observations daily

Chuting the News . . .

(Continued from Page 12)

Independent Airlines Assn. Members Elect President

The Independent Airlines Association elected George Patterson president at its annual membership meeting in Washington.

The association's management staff remains unchanged. Maj. Gen. John P. Doyle continues as executive director; Francis J. Roach, secretary; George Astras, treasurer; and Clayton L. Burwell, general counsel.

Oklahoma City Motor Carriers Claim Prevention Conference is the first winner of a P. M. Greenberg Award for greatest activity in prevention of motor freight loss and damages. The award was presented at the meeting of the National Freight Claim Council, ATA, in Denver, Colo.

The recent ban on carload freight shipments from the United States and Canada to destinations on the National Railways of Mexico, due to a strike on the National Railways of Mexico, has been lifted.

—DA—

Container Makers Optimistic

Container manufacturers are showing cautious optimism, according to a recent government report. "Containers and Packaging Industry Report," issued by the Containers and Packaging Division of the Business and Defense Services Administration, U. S. Department of Commerce, made this observation. The optimism is based, in part, on the fact that container inventories at the user level do not exceed normal seasonal requirements. This report is issued quarterly and may be obtained by subscription.

—DA—

Legislative Line-Up

Following is a brief summary of legislative items pending in Washington. The status reported is as of August 19.

ALASKA ROUTES—The Alaska International Rail and Highway Commission is kept at work on studies of more routes to Alaska. Public Law 85-601, enacted on August 8, gives the agency until February 1, 1960, to make its report.

FOREIGN FREIGHT FORWARDERS—Legislation calling for licensing of ocean freight forwarders died in Senate Commerce Committee. It may be reintroduced in 1959.

GOVERNMENT COMPETITION—H. R. 1975 and related bills failed to get the approval of the House Government Operations Committee. Bills would have stated federal policy on competition with private business.

LABOR WELFARE FUND RULES—Congress gave final approval on August 19 to S. 2888, a mild measure requiring disclosure of employee welfare, pension fund plans. Outlook for enactment is good.

MAIL TRANSPORT—The Senate Post Office Committee did not approve S. 3960. This bill would have put regulated truck lines on same basis, for Post Office Dept. use, as rail and air carriers. The measure probably will be brought up again in next Congress.

SOCIAL SECURITY—Measure to raise social security taxes and increase payments to beneficiaries, H. R. 13549, was cleared for the President on August 19. Higher taxes on employees, employers, and the self-employed become effective next January 1, if the bill is signed.

STEAMSHIP RATES—Dual rate systems for steamship conferences are authorized until mid-1950 by Public Law 85-626, enacted on August 12. Congress will study rate practices of steamship groups.

TRANSPORTATION OF EXPLOSIVES—The House Commerce Committee failed to endorse S. 1491, to amend the Transportation of Explosives Act.

TERMINAL TRAFFIC—H. R. 2229, to steer more government freight through commercial marine terminals, was not reported out by House Merchant Marine Committee. The Committee merely prepared an interim report on the bill.

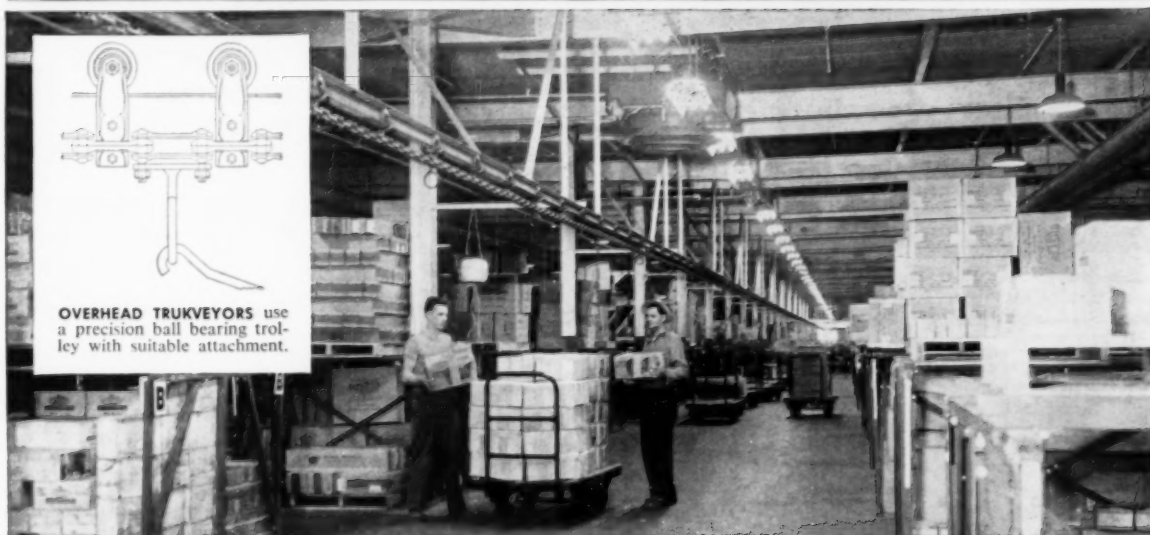
TRANSPORTATION STUDY—Thorough examination of U. S. transportation policies was voted by Congress this year. The Senate Commerce Subcommittee has the funds and authority to perform the job.

(Please Turn to Page 22)

Combat rising freight handling costs



IN-THE-FLOOR TRUKVEYORS have all mechanical components recessed in the floor, yet are easily accessible for routine inspection and maintenance.



OVERHEAD TRUKVEYORS use a precision ball bearing trolley with suitable attachment.

LINK-BELT Trukveyors move loads faster... goods arrive in better condition

"**Y**EARLY savings of \$53,000" . . . "70% fewer order-assembly man-hours" . . . "99.95% claim-free service." These are typical of the results enjoyed by Trukveyor users from coast to coast. Both in-the-floor and overhead Trukveyor systems are engineered to check rising costs—both work to move merchandise faster and safer. Uniform flow of merchandise, reduction in damage and more efficient handling are just a few of the economic benefits derived from Link-Belt Trukveyors. Investigate other cost-cutting advantages by asking for Book 2497 at your nearest Link-Belt office.

14,704

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Canada, Scarboro (Toronto 13); Australia, Marrickville (Sydney), N.S.W.; South Africa, Springs. Representatives Throughout the World.

TRUKVEYOR COLOR-SOUND FILM AVAILABLE— Fifteen-minute, 16mm film, "Pathway to Profits," shows how Link-Belt Trukveyors solve handling problems and reduce operating costs. **WRITE EXECUTIVE OFFICES TODAY.**

LINK-BELT

IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

Circle No. 3 on Card, Facing Page 51, for more information

Outstanding Supplier Award Presented



General Electric's Outstanding Supplier Award was presented recently to W. B. Lincoln, Jr., (right) vice president in charge of the Technical Service Div. of the Inland Container Corp. Fred H. Holt, (left) manager of G. E.'s home laundry appliance operations, presented the award. Herman C. Kranert, chairman of the Inland Board, looks on

Men in the News

Traffic

George C. Bush—appointed general traffic manager, Universal-Cyclops Steel, Inc., Bridgeville, Pa.

Henry Gessner, Jr.—joins American Potash & Chemical Corp., New York, as assistant exports manager.

J. Bolzak—appointed traffic manager, paints and finishes group, A. C. Horn Co., Long Island City, N. Y.

William J. Healey—new district traffic manager for Eastern Gas & Fuel Associates, Philadelphia.

Transportation—Air

Andrew Shiland, Jr.—named general manager in U. S. for TSA-Transcontinental, New York.

—Highway

Robert J. Sims—appointed tax and research specialist, American Trucking Associations, Inc.



Charles S. Reardon—promoted to vice president in charge of terminals and line operations, Ringsby Truck Lines, Inc., Denver, Col.

Allan D. Smith—promoted to vice president and general manager, Delta Lines, Inc., Emeryville, Cal.

Roland N. Reedy—is the new senior vice president of Ryder System, Inc., Jacksonville, Fla.

Eugene H. Taylor—named to sales staff at the Chicago terminal of the Denver Chicago Trucking Co., Denver, Col.

Walter A. Hixson—named sales representative of the Denver Chicago Trucking Co.—operated Eck Miller Transfer Co. terminal in Louisville, Ky.

—Rails

Paul Yellen—new general agent for Norfolk & Western Railway Co., Baltimore, Md.

Theodore Oechsner—advanced to assistant vice president of Republic Carloading, New York.



Arthur J. Crookshank—appointed assistant vice president of rates for New York Central Railroad, New York.

Robert K. Heineman—elected president of Alton and Southern Railroad, St. Louis, Mo.

William J. Wallace—appointed director, International Div. of Railway Express Agency, New York; N. Russell Johnson—becomes vice president,

Eastern Region; and Joseph A. Papa—new vice president, Mountain-Pacific Region.

Col. Thomas E. Sams—retires as chief of the Army railway transport division in Washington, D. C.

Albert L. Kohn—named general advertising manager for Southern Pacific.

H. H. DeBerry—new general superintendent of transportation for Frisco Railway, St. Louis, Mo.

William B. Bates, Herbert Gussman, William G. Marbury, Jackson T. Stephens, and Gus W. Wortham—elected directors of the Missouri Pacific Railroad.

Miss Catherine Merriman—elected president of the American Council of Railroad Women.

—Water

Lloyd A. Menveg—re-elected president, Dr. Elton C. Spires re-elected vice president, Los Angeles Board of Harbor Commissioners.

Joseph F. Bishop—elected president, Long Beach, Cal., Board of Harbor Commissioners.

Capt. Thomas Austin King—appointed Gulf Coast director of U. S. Maritime Administration.

Materials Handling

Dr. Thomas L. Wilson—new Research Center manager, United States Rubber Co., Wayne, N. J.



Walter E. Schirmer (left)—elected president of Clark Equipment International, C. A. Martin E. Graham (right)—vice president and general manager.

George A. Markell—appointed sales manager of the Elwell-Parker Electric Co., Cleveland, Ohio.

James R. Bright—elected member of the Board of Directors, Lamson Corp., Syracuse, N. Y.

James A. Kraker—new general sales manager, Erickson Power Lift Trucks, Inc., Minneapolis, Minn.



Jack Benns—elected president of Pettibone Michigan Corp., Baraga, Mich.

Marc B. Rojzman—elected president J. I. Case Co., Racine Wis. John T. Brown—re-elected chairman of the Board.



THE ALL-NEW CLARKLIFT ELECTRIC

Photo courtesy of The UPJOHN Company

Now! Snail's pace to top speed...no jars, no jolts!

Entirely new! The only electric fork truck that provides smooth, "non-jerk" power-delivery under *all* working conditions.

On the all-new *Clarklift* Electric an infinitely variable speed control provides the *exact* torque necessary for different working conditions and assignments. On ramps, in congested areas, and particularly when inching or stacking . . . power is delivered with perfect regulation. Your driver has *complete* control of the travel speed of his

truck at all times, resulting in greater efficiency and safety than ever before possible.

A new upright, one lever for both lift and tilt, self-adjusting brakes, unmatched accessibility are just some of the new features. There are many, many more. Send today for a brochure giving full details. Simply write: New Electrics, Clark Equipment Co., Battle Creek, Mich.

**CLARK®
EQUIPMENT**

CLARKLIFT is a trademark of Clark Equipment Company

**SHIPPERS
ALSO APPRECIATE
GOOD SERVICE
WHEN TRAVELING**



The "CITY OF LOS ANGELES" and "CITY OF PORTLAND" Domeliners are the only trains between Chicago and the Pacific Coast featuring a Dome Dining Car.

• • •

The "CITY OF DENVER" Domeliner provides overnight service between Chicago-Denver.



We don't always know when a passenger on a U. P. train is a shipper. But we do know that he will be pleased with our service, designed for the comfort and enjoyment of all passengers.

We know that our Pullman equipment—newest and finest on the rails—will merit his approval.

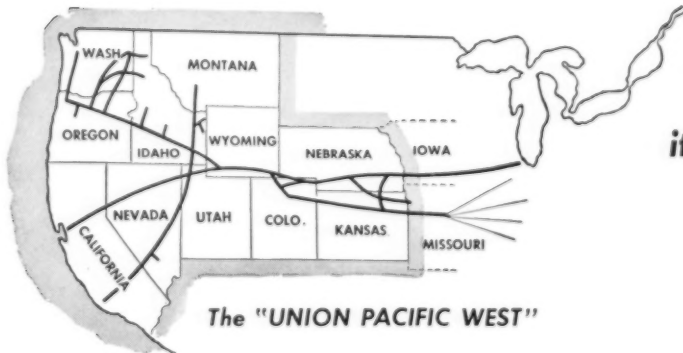
We know that he will heartily approve of our dining car meals; the very best food

obtainable, freshly prepared and reasonably priced.

We know that he will be pleased with the courteous attention of the train personnel.

• • •

We believe that good passenger service reflects good freight service; that when a shipper—as a traveler—is favorably impressed, he will naturally and rightfully assume that his freight shipments will be given the same thoughtful care.



The "UNION PACIFIC WEST"

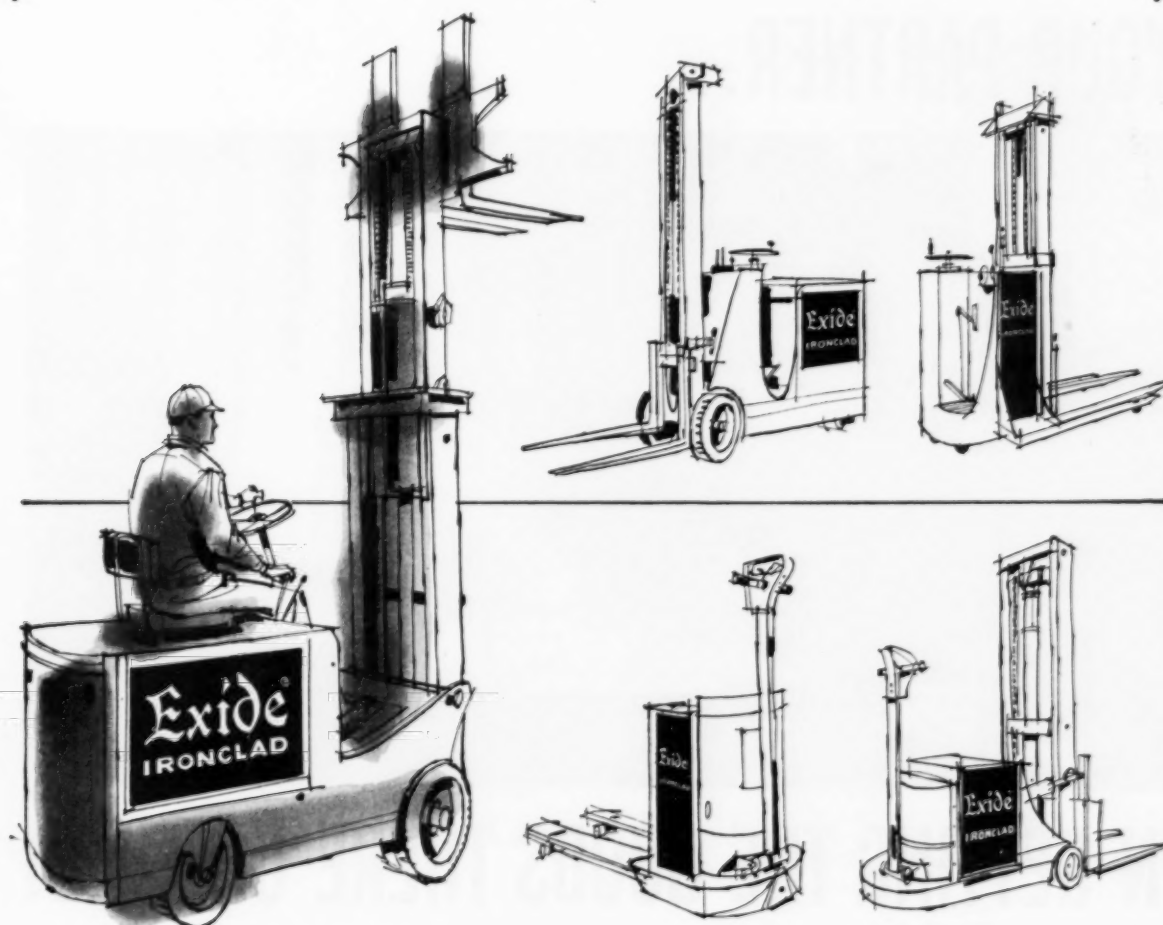
*For service at its best...
through the West...*

it's

**UNION
PACIFIC**
Railroad

OMAHA 2, NEBRASKA

ed in U. S. A.



Now every electric industrial truck can DO MORE WORK, COST LESS TO USE

**New, more powerful Exide-Ironclad Batteries
now available in sizes to fit *all* trucks**

Take any electric industrial truck. Install one of the new higher capacity Exide-Ironclad Batteries and you can get more work out of it at a lower annual cost than you ever did before.

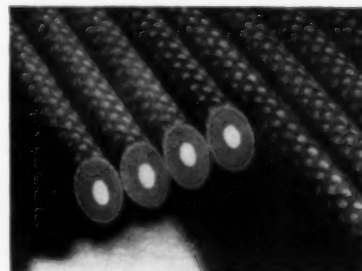
They pack up to 44% more power than batteries in the past. But these new Exide-Ironclad Batteries have the same outer dimensions . . . fit right into your present trucks . . . provide added power so your trucks can lift more, carry it farther, move it faster, make more trips. Yet they actually cost you less per ampere-hour and offer a longer life potential for greater long-range economy.

Save money, too, on applications where you don't need additional power. New

Exide-Ironclad Batteries are available in the same capacity as old batteries, but in a more compact size and up to 15% lighter for greater flexibility and at a lower price.

When you buy batteries for your electric industrial trucks, make sure you get all the economy only the new Exide-Ironclad Batteries can offer you. Write for complete details. Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 2, Pa.

Exide[®]



Here's the secret. Unique advanced tubular construction. Every positive plate packs more power. So every battery gives you greater efficiency—a more compact battery for a given capacity rating.

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YOUR PARTNER...



IN GETTING THE GOODS THERE ON TIME!

PERSONAL attention to customers' shipping problems by this Erie traffic representative—and others like him—is an important part of the complete **customer service** Erie offers you.

You'll find his brand of personal interest in helping work out the details of your shipments is hard to match. He's "on the spot" when you need fast information, special equipment or assistance. And you'll like his "follow-through"

on helping make sure your shipment gets there—where and when you want it.

Customer service is much more than just a phrase on the Erie. It's a philosophy of running a railroad—of meshing the contributions of every department on the Erie *to fit your needs*. You'll see one important phase in action when you call in your Erie "partner" the next time you ship to or from the industrial area served by the dependable Erie.

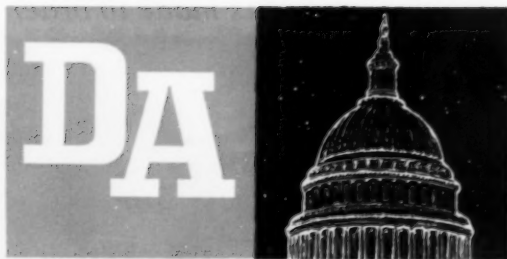


...symbol of
dependable
customer service

Erie Railroad

Dependable Service for the Heart of Industrial America

WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

ICC TAKES BOND STAND—Bonds issued by railroads in the future should be redeemable at any time on payment of a reasonable redemption premium, the ICC decides. This policy is newly stated. The ICC has just authorized Southern Railway Co. to issue \$22 million in first mortgage collateral trust bonds. These bonds may not be redeemed at the Southern's option before Aug. 1, 1963. From now on, it is to be ICC policy to reject such limitations.

AVIATION JOB CREATED—Army concern with the aviation aspects of transportation will be more strongly emphasized. For the first time, the service has a Deputy Chief of Transportation for Aviation. He is Brig. Gen. Richard D. Meyer, formerly the Eighth Army transportation officer. Since 1953, he has held important logistics positions at Dept. of the Army level. His new assignment was made effective Aug. 1.

FOOD SHIPPING HIGH—Truck and rail charges made up about 12 per cent of the U. S. food marketing bill in 1955, 1956, 1957. These charges, the U. S. Agriculture Department says, rose from \$3.3 billion in 1955 to \$3.7 billion last year. Included are heating and refrigeration costs, but not the 3 per cent freight tax, repealed this year. The total U. S. marketing bill in 1957, \$30.9 billion, also takes in air and water transportation costs.

RAIL TAX BILL HIT—AAR President Daniel P. Loomis sharply attacked bills, in August, to boost railroad retirement benefits. A Senate measure, S. 1313, would bankrupt some railroads, he charged. He predicted a House bill, H. R. 4353, would add \$125 million to the roads' annual operating costs. Congress was told S. 1313 would raise Pennsylvania Railroad's annual payroll by \$14 million. The bill and other expenses would push costs beyond 1957 net income, a Milwaukee Road executive held.

NAMED TO NEW TERMS—New terms at ICC will begin next winter for Commissioners Everett Hutchinson and Robert W. Minor. Hutchinson was sworn in on February 1, 1955, to complete the term of Commissioner C. D. Mahaffie, retired. Minor has served since February 15, 1956, following the resignation of Commissioner J. H. Alldredge. The new terms will expire December 31, 1965. Hutchinson is a Democrat; Minor is a Republican.

SEEK JOINT PORT RAIL LINE—Six railroads may get ICC permission to build and use jointly a line in the Port of Chicago area. An ICC examiner recommends approval, indicating that the line would provide better service for increased Great Lakes freight. The applicant roads are the Illinois Central, New York Central, Pennsylvania, Chicago South Shore and South Bend, Belt Railway Co. of Chicago, and Indiana Harbor Belt Railroad Co.

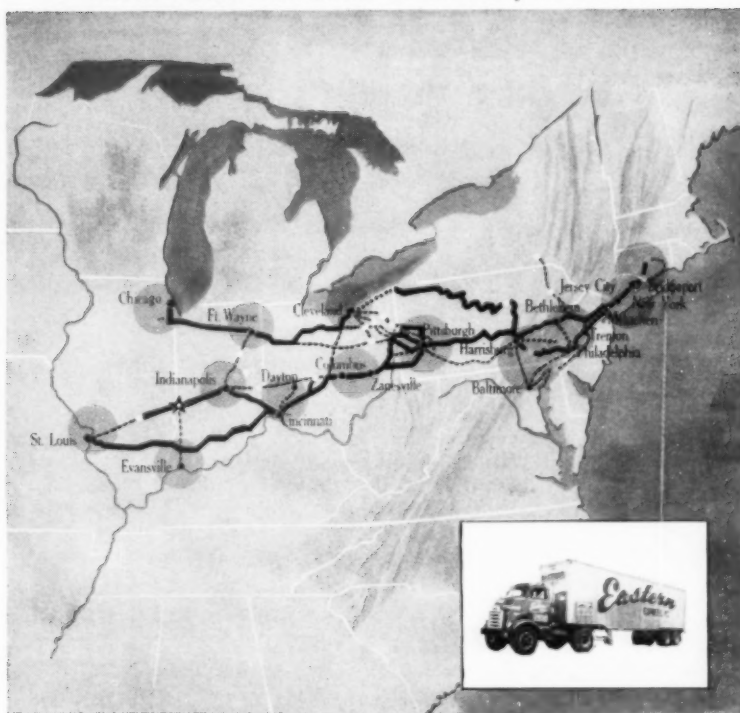
TOLL WORK PROCEEDS—Tolls for St. Lawrence Seaway use are still taking shape. Proposed tolls must still be discussed by U. S. and Canadian Seaway authorities, Lewis G. Castle, Seaway Development Corp. administrator, said at toll hearings in August. As anticipated, the hearings produced disagreement over the proposals. Spokesmen for the AAR and eastern ports called the rates too low. Representatives of inland ports found them too steep.

SEAWAY RAISE TONNAGE SIGHTS—Traffic on the St. Lawrence Seaway may exceed 50 million short tons a year, eventually. That figure is highly conservative, Professor John L. Hazard said at the Washington toll rates meeting in August. Transportation professor at Michigan State University, he is studying Seaway potential. Currently, the estimate of first-year traffic on Montreal-Lake Ontario runs is 25 million tons. A buildup to 50 million by 1968 is forecast.

WOULD DENY RATE HIKE—Shippers may be spared the payment of another \$6.3 million per year on less-than-carload freight. A petition by eastern railroads to raise rates and add \$6.3 million in revenues should be denied, an ICC examiner believes. Boosts averaging about 23.35 cents per 100 lb, on shipments of under 5000 lb, were asked for in September 1957. This proposal was not shown to be reasonable and just, the examiner finds.

BACKS MORE MAIL PAY—Mail pay advances sought by the eastern railroads have ICC endorsement again. The ICC order granting the higher rates takes effect October 1, one month later than scheduled. But the agency refuses to reconsider its order, as requested by the Post Office Department. The Post Office Department, as expected, does not want to pay the rate increases, estimated at \$33.4 million. Also involved is an estimated \$61.8 million in retroactive pay.

"This route is made to order for us..."*

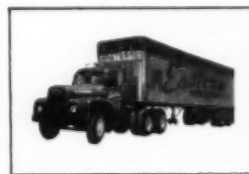


"It helps us ship exactly where we want to sell...
helps us bring in exactly what we want to buy."

"It's the most efficient and
economical way to ship...
dependable motor carrier."



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Eastern Express, Inc., connecting
the eastern seaboard with the midwest,
and points beyond . . . via fleets and
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Bridgeport • Chicago • Cincinnati • Cleveland • Columbus • Dayton
Evansville • Fort Wayne • Harrisburg • Indianapolis • Jersey City • Metuchen
Philadelphia • Pittsburgh • St. Louis • Trenton • Zanesville

News...

(Continued from Page 14)

Record Belt Shipment



The largest shipment of rubber conveyor belting to be made by B. F. Goodrich Industrial Products Co. was shipped recently. Four miles in length, it weighed 293,000 lb. It will be used in construction of Trinity Dam in northern California.

News Briefs

The Philippine Republic, Costa Rica, and Jamaica have joined the international shipping network of Railway Express Agency. Agents in the countries are: Luzon Brokerage Co., Inc., Manila, Philippine Republic; Felipe J. Alvarado & Cia. Sucs., S.A., San Jose, Costa Rica; and B. L. Williams & Co., Kingston, Jamaica, B.W.I.

As Congress was about to adjourn, the Senate Finance Committee was urged by the American Trucking Assn., Inc., to correct inequities in the special \$1.50 per-thousand-pound use tax on motor vehicles having a taxable gross weight of more than 26,000 lb.

Tote System, Inc., Beatrice, Neb., has started a trial rental program for metal pallet-based containers.

The Southern Pacific has contracted to purchase 150 acres of industrial property in Houston's San Jacinto industrial district. This property will be available for companies seeking plant sites requiring rail service.

Application has been filed with the ICC by Spector Freight Systems, Inc., for temporary authority to manage, with intent to purchase, Great American Transport, Inc.

Plant layout and materials handling will be discussed at the Society for Advancement of Management's Working Seminar to be conducted by Richard Muther. The program will be held Tuesday, Sept. 30, 1958, at the Hotel New Yorker, New York.

The Delaware River Port Authority has filed a brief with the ICC opposing the proposed plan by major Eastern railroads to assess, with certain exceptions, a charge of six cents per 100 lb. or \$1.20 per ton on all freight

handled by the railroads in East Coast ports.

United Air Lines announces that westbound DC-6A service from the New York area has been increased to four flights. Schedules include new DC-6A service from New York to Cleveland and the West Coast, and one-stop all-cargo flights to San Francisco. Also scheduled are non-stop cargo-only flights between Chicago and Los Angeles and San Francisco.

Airborne Freight Corp. announces the opening of a new company office at Portland, Ore., International Airport.

The first ship with lateral propulsion is the 40,000-ton ocean liner "Oriana" now being completed by Vickers-Armstrong. It is being built for the Orient Steam Navigation Co., Ltd.

Pan-Atlantic Steamship Corp. has resumed its Puerto Rican trailership service, which was suspended last March due to labor difficulties.

An advanced distribution method that can deliver rare or rarely-used drugs within a few hours to any hospital or physician in the U. S. has been jointly developed by Crookes-Barnes Laboratories, Wayne, N. J., and the Emery Air Freight Corp. The plan was devised to provide instantaneous shipments of Glutavene, a drug used to relieve hepatic coma.

Aero Mayflower Transit Co. of Indianapolis and North American Van Lines, Fort Wayne, have been jointly nominated for the National Transportation Award by the Indiana Chapter of the National Defense Transportation Assn.

Club Briefs

The Los Angeles Transporting Club celebrated California Public Utilities Commission Day on Tuesday, August 5.

The problem of integrated transportation systems was discussed by the Educational Committee of the Traffic Club of Chicago at a recent meeting.

The Traffic Club of Houston held a picnic at the July meeting.

At its annual meeting, the New York State Chapter of the American Soc. of Traffic and Transportation elected to the Board of Directors: Frank E. Asher, chairman; Ellen S. Reed, vice-chairman; Edna S. Mead, treasurer; and Ralph Posner, secretary.

C. Kennard Spiker became the first president of the Greater Johnstown Traffic Club by act of the Board of Directors. Also elected: I. E. Thomas, vice president; Marvin Gross, treasurer; and Fred Knavel, secretary.

The Traffic Club of Denver recently celebrated its Ninth Annual Transportation Day.

Haul, lift, stack, load, unload with one R-18 Moto-Bug® and

quick-change attachments:

FORK LIFT
HOPPER BODY
TAILGATE BODY
PLATFORM DECK
UTILITY BLADE
AUTOMATIC COUPLER



Now you can do all kinds of material-handling with one basic unit, and low-cost attachments. Kwik-Mix® R-18 Moto-Bug with 7-foot fork lift handles 1500 lbs. at 15-in. load center. As a power wheelbarrow, or with platform deck, it hauls loads up to 3000 lbs. R-18 also has utility blade, and an automatic coupler (780 lbs. drawbar pull) for towing wagons, carts.

12 m.p.h. forward and reverse speeds, with no clutching, no shifting, add up to more trips per hour. It's rugged, with low maintenance — simple to maintain. A smaller S-10 Moto-Bug with multiple attachments is also available. Both models can be equipped with exhaust fume control, L.P. gas equipment, spark arresting muffler, electric starter, to meet shop safety requirements. Ask Kwik-Mix distributor for a demonstration.



MAIL TODAY

KWIK-MIX COMPANY, Port Washington, Wisconsin

Send literature on R-18 Moto-Bug with: ☐ platform deck ☐ hopper ☐ fork lift

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COMPANY _____

DIVISION _____

STREET _____

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KWIK-MIX® MOTO-BUG®

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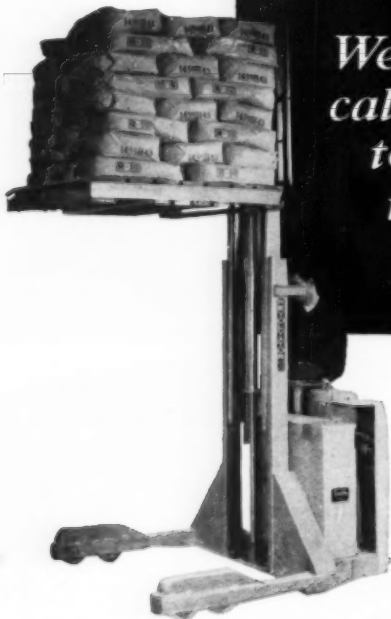
Because this has what it takes...

The rugged durability and extra value (Timken tapered roller bearings in every wheel, spring loaded non-kicking handle, slide planes for easy pallet entry and 360° lifting radius as standard) of the REVOLVATOR Red Giant hand lift pallet truck (above) has built a reputation which means that...



Red Giant
Hand Lift
pallet truck

We were called on to do this...



Explosion-proof
High-lift
Go-Getter

One of six basic models... REVOLVATOR Series 54.00 Go-Getter for use in explosion hazardous areas for chemical and related companies with Class I Group D or Class II Group G hazards designed at the request of one of the country's leading safety authorities. This electric lift truck meets requirements for both hazards and utilizes screw type housings hydrostatically tested to pressures far beyond those required. Additional safety feature—hydraulically operated disc brake.

Therefore: Whether you need a standard piece of material handling equipment or specially designed equipment, call on

REVOLVATOR CO.

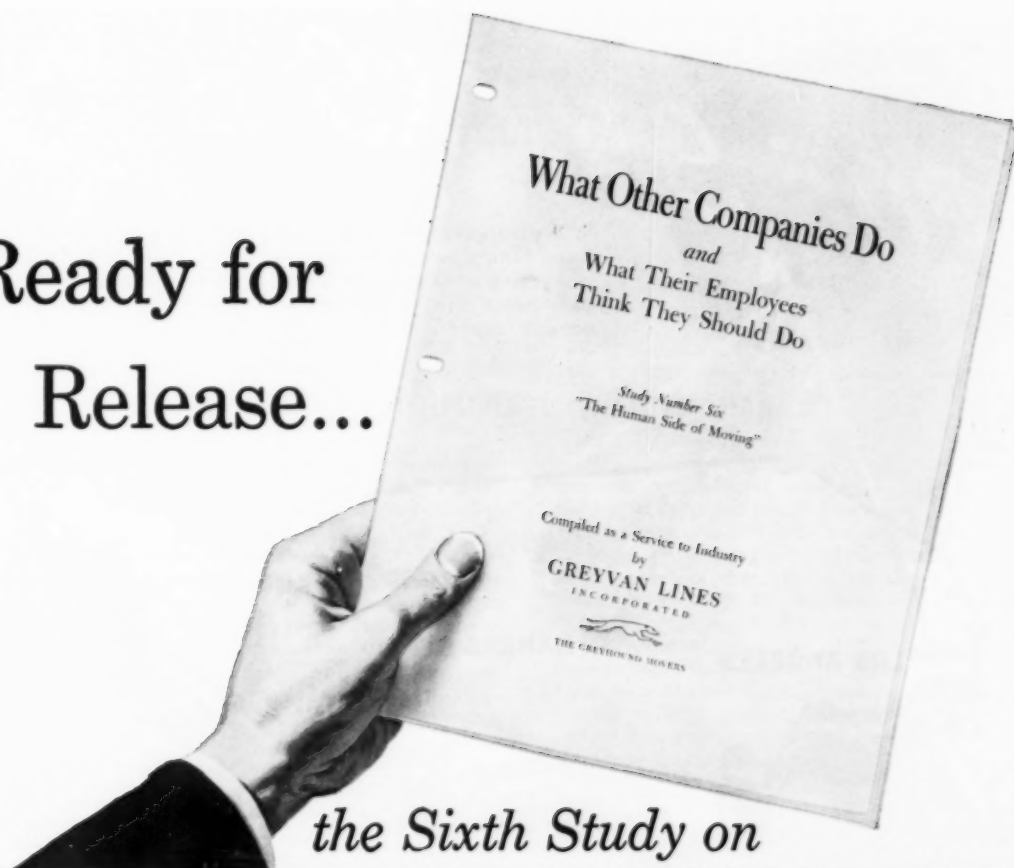
8796 TONNELE AVENUE, NORTH BERGEN, N. J.

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Coming Events

- Sept. 8-11—National Truck Leasing System, 14th Annual Meeting, Blackstone-Sheraton Hotel, Chicago.
- Sept. 9—Southern Traffic League, Inc., Patten Hotel Chattanooga, Tenn.
- Sept. 9-10—Air Freight Cartage Conference, Annual Convention, Chicago.
- Sept. 9-11—AMC Packaging and Materials Handling Conference, San Bernardino Air Material Area, Norton Air Force Base, Calif.
- Sept. 10-11—American Society of Traffic and Transportation, Annual Meeting, Commodore Hotel, New York City.
- Sept. 15—Transportation Association of America, Transportation Institute, Pittsburgh.
- Sept. 15-19—Instrument Society of America, 13th Annual Instrument-Automation Conference and Exhibit, Convention Hall, Philadelphia.
- Sept. 16-17—Middlewest Shipper-Motor Carrier Conference, Hotel Sheraton-Fontanelle, Omaha, Neb.
- Sept. 17—Southwestern Warehousemen & Movers' Assn., Roosevelt Hotel, New Orleans, La.
- Sept. 17-19—American Management Association's Packaging Division, Polyethylene Clinic, Hotel Astor, New York City.
- Sept. 22-24—The Materials Handling Institute, Inc., The Greenbrier, White Sulphur Springs, W. Va.
- Sept. 24-26—NARW North Atlantic Chapter, Fall Meeting, Skytop, Pa.
- Sept. 29-30—Associated Traffic Clubs of America, 35th Annual Meeting, Sheraton Palace Hotel, San Francisco
- Sept. 30-Oct. 2—4th Joint Military-Industry Packaging & Materials Handling Symposium, Washington, D. C.
- Oct. 7-9—National Assn. of Shippers Advisory Boards, Annual Meeting, Pittsburgh.
- Oct. 7-9—National Small Shipments Traffic Conference Inc., Annual Meeting, Congress Hotel, Chicago.
- Oct. 9-10—Southeastern and Southwestern Chapters, National Assn. of Refrigerated Warehouses, Joint Meeting, Roosevelt Hotel, New Orleans.
- Oct. 13-15—Packaging Institute, 20th Annual Meeting, Edgewater Beach Hotel, Chicago.
- Oct. 13-15—NARW South Pacific Chapter, Fall Meeting, The Ahwahnee, Yosemite, Calif.
- Oct. 13-16—SIPMHE, National Industrial Packaging, Handling and Shipping Show, Competition and Short Course, Coliseum, Chicago.
- Oct. 15-18—Movers Conference of America, Annual Meeting, Hotel Statler, Washington, D. C.
- Oct. 16-19—Missouri Warehousemen's Assn., Inc., Chase Hotel, St. Louis.
- Oct. 19-23—New York State Warehousemen's Assn., Inc., The Concord Hotel, Kiamesha Lake, N. Y.
- Oct. 20-21—Boston Chamber of Commerce Conference on Distribution, Hotel Statler, Boston.
- Oct. 20-24—National Safety Congress and Exposition, 46th Annual Meeting, Chicago.
- Oct. 25-26—Delta Nu Alpha Transportation Fraternity, Inc., Annual Meeting Minneapolis, Minn.
- Oct. 26-31—International Road Federation's 3rd World Meeting, Mexico City, Mexico.
- Oct. 27-31—Freight Loss and Damage Prevention Section, AAR, 14th Seminar, AAR Research Center, Chicago.

Ready for
Release...



the Sixth Study on "The Human Side of Moving"

Does your company have a clearly defined statement of policy?

3 out of 4 companies do not.

Is your present policy fair to the employee?

Employees find much to criticize in present practices.

Do you want to take a fresh look at your present policy?

Many other companies are revising theirs right now.

Do you want to check your practices against those of other companies?

Here is your chance.

688 companies, ranging from medium size to the very largest, cooperated to make this the most complete and authoritative survey ever undertaken on the subject of personnel transfer.

And to supplement this analysis of present company policy, hundreds of recently transferred families were ques-

tioned at length as to their own moving experiences. What, exactly, had their companies done in each case? Was it the right thing? How had the families been affected by the move? What did the move cost the company? What did it cost the employee? Did the company pay a fair share? And many more such questions.

This most recent survey is a part of Greyvan's continuing study in The Human Side of Moving—a thoroughgoing investigation of the problems of moving as they affect both employer and employee.

If you are already on the mailing list for The Human Side of Moving, you will receive this latest supplement automatically. If you are not on the list—and every executive responsible for personnel transfer should be—ask your local Greyvan representative, or write to:

Henry P. Bruner, President, Greyvan Lines, Inc.
57 West Grand Avenue, Chicago 10, Illinois.



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Modern warehouses, experienced personnel, streamlined handling methods and our comprehensive branch house service enable you to keep operations on an even keel — maintain distribution schedules — shorten the long supply line — cut transportation costs — speed shipments and increase sales.

These are a few reasons why many Traffic and Sales managers identify our facilities and service as a functional part of their operations. We suggest that you contact our Chicago, Kansas City or the office of our associate, the Overland Terminal Warehouse Company in Los Angeles for further particulars. No obligation, we assure you.

We shall also be glad to assist you in the selection of reputable warehouses at any other points in the United States.

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On the Line—

The Transport Act of 1958



There is so much to be said about the new transportation legislation that we've been tempted to write an article, rather than just editorial comment.

The most descriptive thing we can say about the Transport Act of 1958 is that it is a good example of podiatry. The law makers trimmed an ingrown toe nail, removed a few hang nails, and applied some corn plasters.

Yet, this treatment, plus the financial crutch provided for the railroads and the three per cent's worth of tax relief given shippers, gives transportation its biggest assist in a long time.

In justice to the legislators, the problems they faced were so many and so great that they resorted to expediency until such time when the job could be done properly. When that day arrives, we hope the Congress will tackle the task with the concept of total, rather than segmental, transportation.

So that both Houses work toward a sound common goal, we offer the legislators the following quotation from an article by Wayne W. Light, published in the October, 1956, issue of DA, as a true basic guide for their deliberations.

"All forms of carriage, and other facilities related to transportation and distribution, merely are segments of total system. They cannot be stabilized as separate traffic activities if they are to enjoy the optimum of their respective potentialities of strength, stability, service and profit."

Segmental legislation can only fence in each form of transportation protectively. As at present, there always will be dissatisfaction and complaints between the various types of carriage. Adverse competition from without will continue. Truckers and rails, for example, will continue as arch rivals.

If integrated as total transportation, free enterprise will prevail in its most constructive form. Healthy competition will grow from within. Each carrier will concentrate on the job he can do best. He will co-operate with carriers in his field, as at present. He also will serve other modes of transportation to the best of his ability because he won't want to be the weak link in the national system.

Carriers will make more money—in propor-

tion to the degree of service they choose to give. The shipper and consumer will agree that they never had it so good.

As a final comment about the Transport Act of 1958, we must compliment the Congress for freezing agricultural commodity and pruning the list of exemptibles. It was a good move. We regret Congress didn't do a more thorough job. It could have exterminated the locusts among motor carriers that thrive on the hauling of these products at the expense of responsible, regulated rail and motor carriers.

The Motor Carrier Act of 1935, which established these exemptions to give hard-pressed farmers a chance to get their crops to market at the lowest possible price, gave birth to "gypsy" and "tramp" truckers. These depression-day itinerants roamed the rural areas underbidding major truck lines and railroads.

At first, there were not enough around to cause concern. Today, it is estimated that there are between 45,000 and 50,000 such transportation price cutters. Their aggregate tonnage has risen to alarming proportions. During the past two summers, many a recession-hit carrier might have been able to stay out of the red if he were able to get this business.

Industry could have exercised control of this situation. It is a fact that a number of well regarded traffic managers keep this breed of locusts in business. We know of several. When we got some details on their tramp deals, we had to conclude that this practice set back the ethics of traffic management at least 25 years.

Here's a fast example: A tramp underbid a regulated motor carrier on a 10-ton shipment of food products by \$135 and \$153 under the rates of a railroad. Reduced to unit cost, the difference was only mills per dozen units of the product.

The tramp became involved in an accident which put him out of business. The truck and rail carriers have hundreds of employes (incidentally buyers of the shippers' product) in that community. They keep a well trained, well equipped organization ready for the shipper's other business.

Justify it on any grounds you like, we still say it's low grade business ethics and poor community relations.

A. W. Greene
EDITOR



ON THE DOUBLE!

Your freight moves just that way when you call your nearest Ringsby terminal... where fast coordination of city pick-up and delivery is the order of the day, every day. In this communications "nerve center", the radio dispatcher plots the entire metropolitan fleet's movement. When you phone for a pickup, or a delivery is on the way, he pinpoints the nearest truck—radios the driver—sends him straight to your dock. Things happen fast all down the line when you ship Ringsby Rocket... the fastest distance between two docks.

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LINE OF THE ROCKETS



STEAMBOAT

In 1811, four years after Robert Fulton steamed his *Clermont* down the Hudson, Nicholas Roosevelt (Teddy's Great Great Uncle) launched the Western Rivers' first steamboat, the *New Orleans*.

As the awesome Comet of 1811 streaked the sky above, the 148-foot, 100-horsepower side-wheeler set out from Pittsburgh for New Orleans on a maiden voyage "where anything could happen." Most everything did.

Just above the Falls of the Ohio, near Louisville, Mrs. Roosevelt gave birth to a baby. Just below the Falls, the *New Orleans* was unsuccessfully attacked by Chickasaw Indians.

Then devastating earthquakes hit the Ohio and Mississippi Valleys. The river bed shifted, whole islands and other landmarks disappeared. Refugees begged to be taken aboard. The Ohio shook so hard that passengers became seasick.

As the *New Orleans* left

the earthquake belt, she caught fire and most of the forward cabin was destroyed. And then came love. The ship's captain concluded a shipboard romance with Mrs. Roosevelt's maid, and married her at Natchez.

The success of the *New Orleans* heralded a new era. In the next three decades, 729 steamboats were built, and the Mississippi System became the world's great stream of commerce.

Today, 147 years later, the Union Barge Line Corporation—as a common and contract carrier—is regularly retracing the voyage of the *New Orleans* with fast, efficient diesel-powered towboats, and sleek welded-steel barges. Today, UBL shipment means least expensive shipment. It means prompt, dependable, safe deliveries and a standard of service that is unexcelled anywhere. Find out what shipment by UBL can mean to your profit picture.

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LETTERS TO THE EDITOR

Rights of Ownership

To The Editor:

We have a situation about which we are somewhat at a loss and are wondering if you could give us an opinion as to the proper steps for us to take.

The situation is that in July 1955 we sold at public auction certain household goods and personal effects against which we had sufficient lien to justify sale, and auction procedure complied in all respects with the laws of the State of Alabama.

The owner of the goods has never been reconciled to this sale and we now have a letter requesting that we furnish her lawyer with a list of the purchasers of the goods stored for her account, presumably in order that she may make some attempt to recover them direct.

Naturally, we are somewhat reluctant to furnish this since the purchasers bought in good faith and while we do not think that she has any legal redress against this company or against them, there is also an element of nuisance value to be considered.

We would like to have your opinion as to whether we would be justified in refusing to furnish this information to the former owner of the goods or the lawyer requesting same. We do not have the present addresses of the owners.

Abb Wooldridge, Jr.

Abb's Moving Storage
Mobile, Ala.

Since there can be no disadvantage to you in furnishing this lady with a list of purchasers of her goods, doing so will afford her an opportunity to repurchase same as perhaps she did not intentionally become delinquent in paying her account.

I suggest that you consult a local lawyer giving him all details before finally making your decision in this matter.—Leo T. Parker, DA Legal Consultant.

Watchmen

To The Editor:

In the June issue of DA you remark on the necessity of employing a night watchman. The only theft loss we ever experienced was when we employed a night watchman. For the past several years we have used the ADT System of theft and sprinkler supervision. Have the courts ever made a decision as to whether the ADT System satisfactorily replaces

the services of a night watchman?
 Clarence F. Miller
 Merchants and Manufacturers
 Warehouse Co., Inc.

At present I have no records of late higher court cases on ADT. However, it is my personal opinion that your proof that you have this service will certainly go a long way to convince a court that you use at least ordinary care to safeguard goods against theft, loss, and destruction.—Leo T. Parker, DA Legal Consultant.

Warehouseman's Lien

To The Editor:

For years we have enjoyed various articles in *DISTRIBUTION AGE* and especially the feature "Within the Law."

We have a question which we would like to have Mr. Parker answer as we believe it would be of interest to all furniture warehousemen.

The question is as follows: The individual has goods stored in the furniture warehouse on which there is a non-negotiable receipt issued. The individual does not keep his storage paid up and allows it to become past due for 12 months or longer. The warehouseman has a warehouseman's lien under the Uniform Warehousemen's Act and may proceed according to law and advertise and sell the goods at Public Auction for his charges. Before the warehouseman can prepare and send out his legal notices of foreclosure under his lien and make advertisement as required by law, the individual files bankruptcy proceedings before the Federal Referee in Bankruptcy and lists the warehouseman's bill and storage charges as one of his liabilities. When the referee in bankruptcy completes his proceedings and discharges the bankruptcy and forgives all of his past debts, does this apply to the warehouseman's lien?

We do not believe that any court would dissolve a warehouseman's lien in a case of this nature. Should the warehouseman proceed to foreclose his lien and sell the goods at public auction after the bankruptcy proceeding is completed? If the warehouseman should foreclose his lien and sell the goods at public auction for his storage charges, can the individual who has taken bankruptcy proceed against the warehouseman and claim that since the warehouseman's debt was included in the list of liabilities in the bankruptcy proceedings that this was forgiven and the warehouseman is guilty of conversion in disposing of the stored goods?

A. C. Kerr,
 Office Manager
 Kings Van & Storage, Inc.

Generally speaking, a valid warehouseman's lien is not affected at all by other suits, disclaimers, liens, etc., against the goods, or owner of the stored goods. However, due to certain complications that may arise in your case, of which you yourself may not be aware, I suggest that you consult a local lawyer who can ask you personally many questions, the answers to which must be known before further dependable advice can be given.—Leo T. Parker, DA Legal Consultant.

DEPENDABLE STORAGE

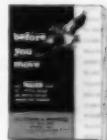
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"Allied stored everything for us."

Safe storage is one of your Allied Mover's most important services! Your household goods are packed and stored securely . . . always ready when you want them. If you want to store extra furniture when you move, let Allied do the whole job!

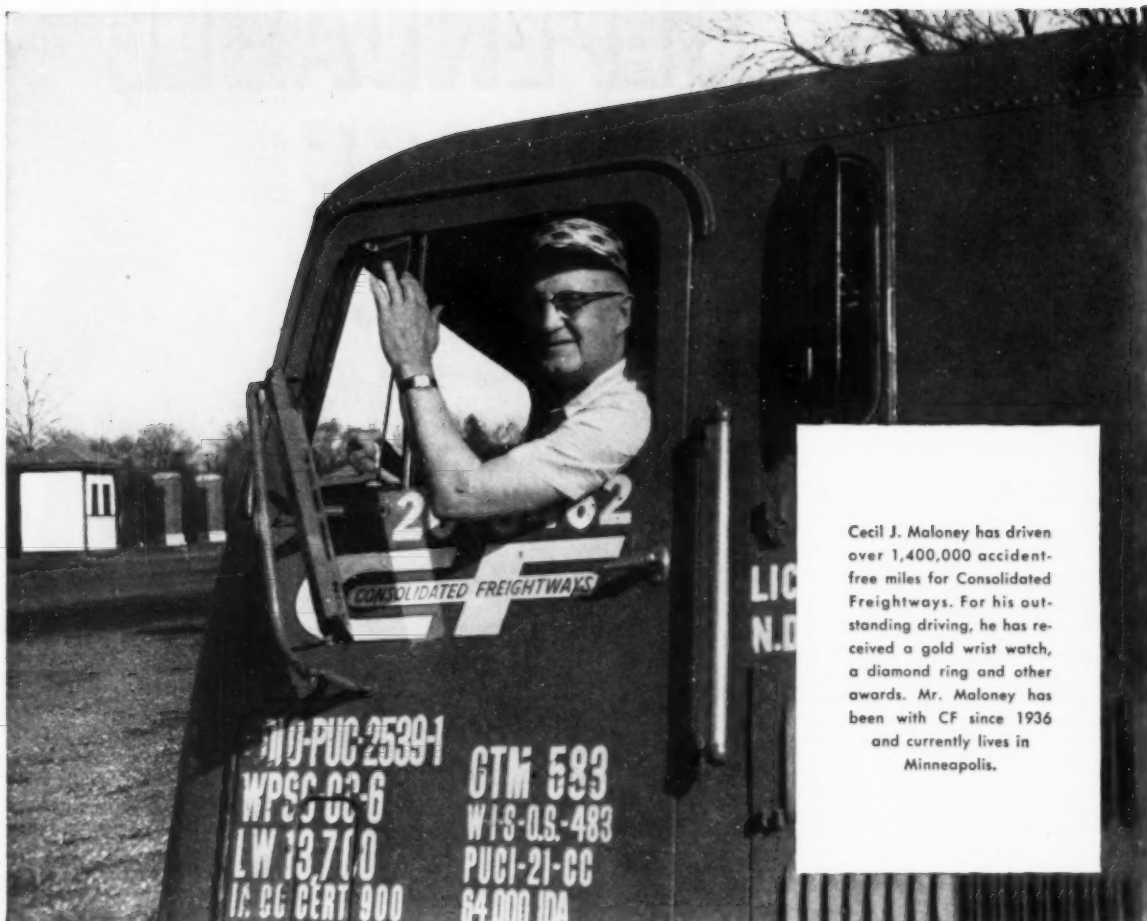
FREE BOOKLET—Ask your Allied Mover for your copy of "Before You Move"—a booklet filled with tips on trouble-free moving. Look for his name in the Yellow Pages under "Movers."



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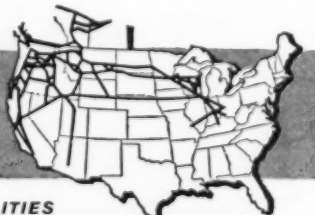
Cecil J. Maloney has driven over 1,400,000 accident-free miles for Consolidated Freightways. For his outstanding driving, he has received a gold wrist watch, a diamond ring and other awards. Mr. Maloney has been with CF since 1936 and currently lives in Minneapolis.

“Take it from me...you ship safe when you ship **CF!”** says Transport Operator Cecil J. Maloney

Cecil J. Maloney's enviable traffic record of 20 years without an accident is one more reason why it pays to ship via Consolidated Freightways. Cecil Maloney is representative of the many highly skilled and long experienced drivers operating throughout the extensive CF system... where safety and courtesy are foremost at all times... where drivers maintain the highest safety standards possible. This is one of the many im-

portant phases of trucking that Consolidated Freightways recognizes as a responsibility to its shippers... and to the public in general. From quick, city pick-up, through modern, mechanized docks and in dependable, scheduled over-the-highway equipment—CF safely speeds your freight. Specify CF and you know your shipments are in the hands of drivers who understand that safety and courtesy are important in your work.

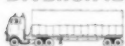
The fastest route between two points— **DAYSAVER** 



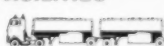
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LTL AND TRUCKLOAD
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REFRIGERATED
PRODUCTS



LOCAL
CARTAGE



WAREHOUSING
& STORAGE

By John H. Frederick
DA Distribution Consultant



SEPTEMBER 1958 . . . VOL. 57, No. 9

THE "AIR freight experiment" is nine years old and the domestic all-cargo airlines are in deep trouble.

In fact they are likely to pass out of the picture entirely. One operator, Slick Airways, discontinued all scheduled cargo flights last February and has been selling most of its aircraft. The others have notified the CAB that they cannot continue to operate under present conditions. Slick, Flying Tiger, AAXICO, and Riddle Airlines have asked for a subsidy; Flying Tiger and AAXICO have applied to carry passengers on a domestic route. These are two things which the all-cargo carriers, appearing before the CAB seeking certification, said they never would do.

Slick and Flying Tiger in 1949 obtained the first all-cargo certificates on a temporary and experimental basis. Since then this common carriage service has never been profitable. The cargo lines, although confident of the future of air freight, have actually subsidized this service with earnings from other activities such as military contracts, commercial passenger charters, buying and selling of planes, and doing maintenance for other operators. Volumes of traffic have grown but profits have declined to the vanishing point. Now with these other activities falling off, everything folds.

Situation Changes

The recession, a drop in military contract and charter work, CAB policies, competition from combination lines, inefficient aircraft, costly ground-handling equipment with no funds for replacement all have contributed to the present predicament. The situation is hard to comprehend; only a year ago predictions were rosy. At that time the director of the CAB Bureau of Air Operations told a Senate subcommittee considering a bill to give the all-cargo lines permanent certificates: "It looks as though in the

past 18 months this (all-cargo) industry has finally started to achieve the solidity that we had hoped for. I do not want to leave the impression that the Board regards these carriers as shaky at all. . . ."

The only United States all-cargo operator apparently in good shape is Seaboard & Western Airlines which operates solely in the international field. Seaboard has no competition in surface transportation. The combination carriers in this service, at least during the summer, are so busy carrying passengers that they have little time for freight.

Delay by CAB

The cargo airlines complain bitterly about the CAB delay in deciding the Intra-Area Cargo Case and the fact that they have been restricted on carrying traffic between points within general regions they serve. They also complain that they have not been able to adjust rates to rising costs. Another complaint is that the Board has been backward in carrying out its promotional responsibilities involving air cargo car-

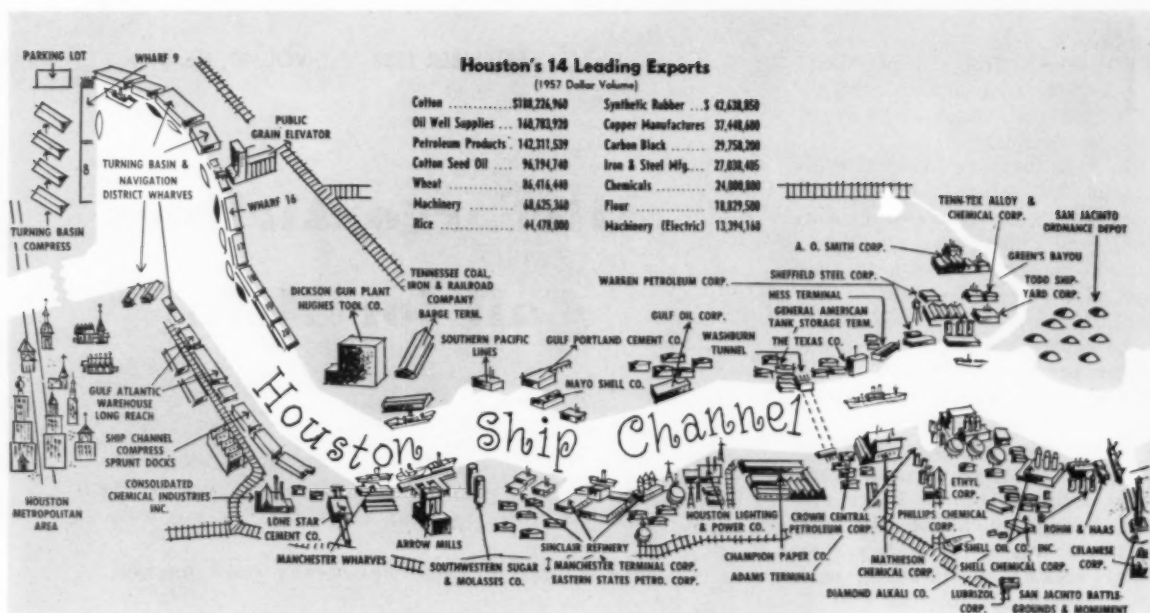
riers. It has not required the combination airlines to carry freight on a self-sustaining basis. Instead, these carriers have been permitted, in effect, to subsidize cargo losses from mail pay and passenger profits. They also complain that while denying the cargo lines equal subsidy rights with the combination lines, the CAB has consistently granted to the passenger lines new routes overlying the routes of the cargo operators. Finally it is charged that the Board, while acknowledging that dual rate structures of the combination airlines were inequitable, did nothing to correct the "abuse."

Their loudest complaint is, however, directed toward the government-operated Military Air Transport Service. Slick points out that within the past year their earnings from military traffic fell off more than 50 per cent. Meanwhile backlogs of cargo frequently accumulated at air force bases, awaiting MATS planes, while Slick or other carrier planes stood idle. In fact, it is held that the government has adopted policies
(Please Turn to Page 79)

All-Cargo Airlines Call for Help

With the air freight experiment in its ninth year, it appears that only fast action can save all-cargo lines. Seven-way cure backed

The Houston Story



★ A Big Port Gets Bigger

Houston, an 'inland city on the sea,' is the nation's third leading port and largest on the Gulf Coast. Last year the port handled 58 million tons, and it's looking forward to the day of 100 million

THE PORT of Houston is on the move. Recovering from what Houstonians themselves call "a fog of complacency," the Texas city has regained its position as the nation's third leading port, and the largest port on the Gulf Coast.

Houston people also choose to believe that even greater things are in store for their 43-year-old port. The "heartland theory of geopolitics," it is claimed, will one day lead to the dominance of Gulf and Great Lakes cities as leading world import and export centers. When

this happens, Houston will be ready.

Certainly when that day comes, Houston will have the physical facilities and natural resources it needs. The Port is on a completely man-made deepwater channel which extends 57 miles from the open waters of the Gulf. The Houston Ship Channel itself represents an investment of \$41 million.

The upper section of the Channel, stretching from the Turning Basin to Galveston Bay at Morgan Point, is lined with an industrial concentration valued at \$2 billion.

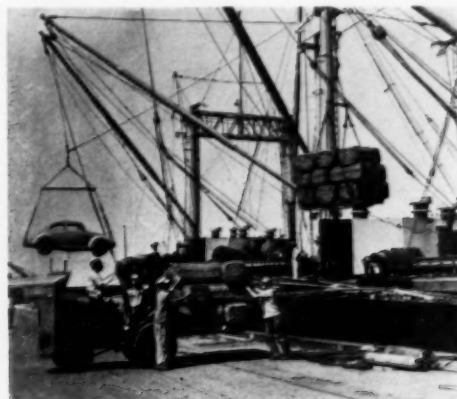
The waterway has berthing space for 84 ocean-going vessels, and docks for some 47 barges.

The Navigation District operates 20 berths. Four privately operated steamship terminals have a combined total of 19 berths, and 31 private industrial wharves can handle a total of 45 vessels. Some 120 steamship lines offer cargo service to 250 world ports, and 90 tanker lines serve Houston.

The authorized depth of the Channel is 36 ft, and the waterway varies in width from 300 to 400 ft. A 40-ft channel depth, with



Turning Basin, at the head of Houston Ship Channel, has a maximum width of over 1300 ft



Imported automobile and bales of peat moss being discharged from ship at Wharf No. 9

further easings of bends, and widening, is planned.

Nineteen fifty-seven was a banner year for the Port of Houston. Tonnage, for example, hit an all-time high. Almost 58 million short tons were handled, representing a value of \$4 billion. The tonnage break-down includes: Imports, 2,211,422; exports, 9,895,082; foreign import and export, 12,061,517; domestic coastal, 36,788,563; lower and upper channel movements, 8,954,326.

Ship departures were up too, to a new high of 2197. Estimates for 1958 indicate that Houston should enjoy another record or near-record year.

Nineteen fifty-seven progress was not confined to increased tonnage. Early in the year a \$7-million port improvement bond issue was passed. During the year more than \$3.5 million was spent

on capital improvements, with half of this sum taken from accumulated earnings.

One of the most important 1957 projects was completion of Wharf No. 17. It is an open wharf with two railroad tracks and gantry crane rails along the face of the dock.

Nineteen fifty-eight also will go down as a year of progress. Work is being pushed on Wharves 18 and 19, each of which will have a transit shed covering 600 by 200 ft, and Wharf No. 20, another open dock.

Work is continuing on a rail improvement project started last year. More than \$2 million has been spent or allocated for the program, which will improve yard facilities for handling freight cars.

The Port also is adding new equipment for dock operations, im-

(Please Turn to Page 70)



Part of \$2.5 million shipment of petroleum equipment Argentina bound

Part of the same equipment shipment being loaded at Manchester Terminal



Rail concentration yard, with grain elevator in background. Port is served by six trunk line railroads, has free switching





Lift truck on pier delivers a loaded pallet to C Deck's outrigger conveyor



Load moves out of the elevator and waits on short conveyor for fork



As each pallet reaches elevator, operator indicates discharge deck

Needed Now! An MH System for U.S. Ships

The SS Santa Rosa, first ship completed under the fleet replacement program, is in service.

Its new MH system may be standard tomorrow

A FEW weeks ago when the Grace Line's new SS *Santa Rosa* docked in New York for the first time, a nationwide television audience got its first glimpse of this 20,000-ton passenger-cargo vessel.

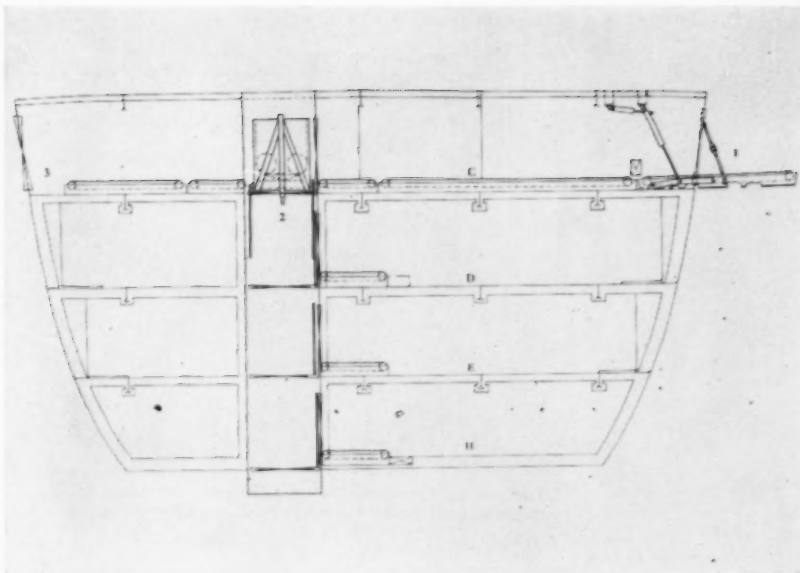
Many shippers of cargo had already been alerted to watch for this new ship with its Gyrofin stabilizer. This potential cargo

damage reducer consists of two 14-ft fins stored in recesses below the waterline. Used for the first time in a newly constructed American flag passenger ship, the system goes into service at the press of a button on the bridge. Then, through electronic control, the fins apply pressure to take 90 per cent of the roll in heavy weather.

Top billing on the telecast was

given to a new materials handling system. I was curious to know how it was working out and arranged an appointment with Andrew E. Gibson, Grace Line terminal manager.

We met in Mr. Gibson's office. Although he had been busier than usual in getting the new *Santa Rosa* off on her maiden cruise, he had evidently taken time out to



Andrew E. Gibson

*Terminal Manager,
Grace Line,
New York*

is interviewed by

D. O. Haynes

DA Materials Handling Consultant

prepare for our meeting. A number of photographs and a drawing were arranged before him on his desk.

After a few general comments on the *Santa Rosa's* new equipment he went on to say: "The significance of our efforts to improve cargo-handling, including these latest developments in the newest addition to our fleet, is that they serve to point up the progress that is being made in changing a traditionally 'hand truck' industry to one in which machines take over for muscles. To date this has been largely on the basis of the efforts put forth by individual companies working on their own particular problems.

"For instance, we have used conveyor systems for handling bags of coffee in Columbia and bananas here in New York for a number of years. Like many others, we have used fork-lift trucks in ship holds never intended for such activities. Other steamship companies have been making progress in solving specific problems, but all these isolated examples serve to emphasize a point: If the full potentialities inherent in mechanized handling are to be realized in the shipping field, the basic problems involved must be tackled by the industry as a whole.

"But first let me tell you about the changes we have made in handling equipment aboard the new *Santa Rosa* and her sister ship, the new *Santa Paula*, which will join our fleet very shortly. After that, we can return to this over-all picture of cargo-handling."

Mr. Gibson started by explaining that they had first considered using revolving cranes. However, capacity limits and the space available for cranes of size they hoped to use, made such equipment impractical. They settled for king-posts and booms. However, their naval architects, Gibbs & Cox, worked out changes in conventional rigging that enables this gear to approximate the desirable operating characteristics of cranes.

One of the new features is a console which allows the operator to control all vangs, schooner guys, topping lifts, and cargo hoists by fingertip control. Special operator platforms provide maximum safety and a clear view of all cargo operations. By means of this equipment it is possible to burton 10-ton loads, which is much higher than normal capacity.

Limit switches are fitted on the schooner and vang winch foundations. Should either of these winches become overloaded, all vang and topping winches are



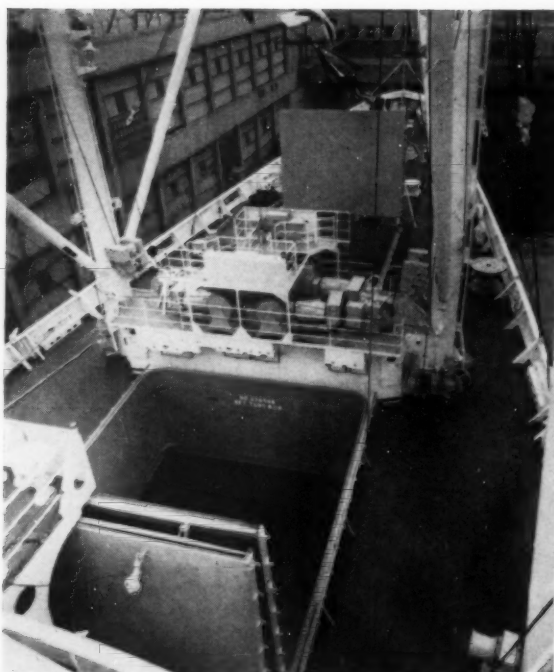
Loaded pallet advances inboard on ship's three-strand chain conveyor



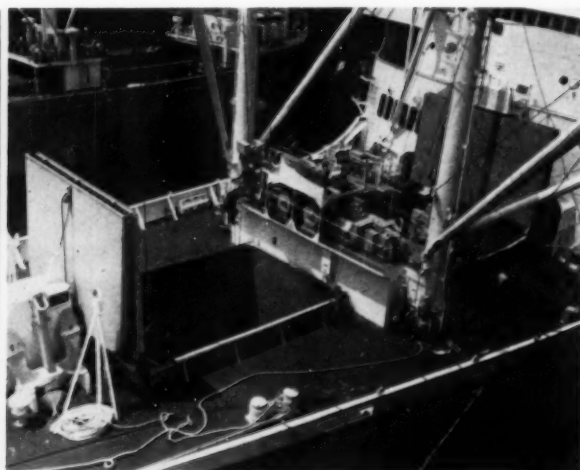
Fork lift picks up the shipment, stows it in refrigerated section

stopped automatically and the schooner and vang winches pay out until the overload condition is relieved. With the overloading ended, power is restored to all winches. The rolling jack-knife hatch covers are another time-saving feature with definite safety advantages.

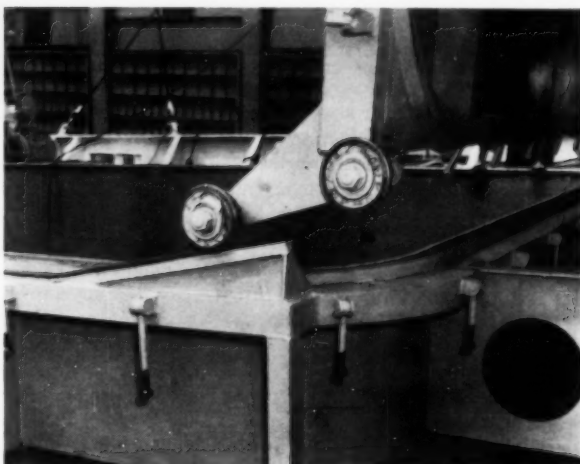
Arranging photographs of the conveyor-elevator system in operation
(Please Turn Page)



Number 1 and 2 hatches have rolling jackknife covers, adding safety, speeding turnaround. Five and 6 have these also



Console on elevated platform at hatch end permits operator to control all vangs, schooner guys, topping lifts, cargo hoists



Wheels mounted to base of one section of hatch cover travel on monorails as the Santa Rosa's hatches are opened, closed

Needed Now . . .

(Continued from Preceding Page)

ational sequence, Gibson started to describe the general setup.

"Hatches Number 1, 2, 5 and 6," he explained, "are served by overhead gear, but 3 and 4 are below passenger quarters so that access to them must be through sideports on C Deck. Each of these hatches has identical but independently functioning systems. All sideport doors are the horizontal, sliding type and are operated hydraulically.

"In three minutes, by manipulating a foolproof valve control system, a man actuates an electric hydraulic mechanism that brings the door inboard clear of the ship's hull and slides it clear of the door opening—all automatically."

He then went on to elaborate on how, after the sideport door has been opened, a cantilever conveyor is outriggered to provide an outboard receiving platform for palletized cargo. When not in use, this conveyor is stored atop the main conveyor. It can be rigged outside of either the port or the starboard port; depending how the ship is docked, its final position being on the same level as the main loading conveyor.

The man who supervises these activities interrupted his running account of how the system functions, to explain that the system is used in reverse to unload cargo. He then told how they use a fork-lift truck to bring loaded pallets

up to the sideport. Elevating the load, the truck deposits it on the platform conveyor. This and all other conveyors in the system, including the one on the carriage of the elevator are made up of three parallel strands of chain.

The "nerve center" of the system is a control console located near the elevator on C Deck. Through this an operator directs the flow of pallet traffic by selecting the deck at which any pallet is to be delivered. From the main conveyor the pallet advances to a 7-ft section which leads to the elevator unit.

When the carriage of the elevator reaches the selected deck, the
(Please Turn to Page 68)

Now Logs Come in Bundles



Lumberjack using an Acme Steel Co. pneumatic sealer puts two crimps in each steel seal to make up a unit load



Truck pulls under A-frame hoist, to which lifting cable is attached. The chains are released and bundles dumped



Logs, bundled by the truckload, cut costs for logging companies by adding to storage capacity, ending sinkers, and promoting fast, accurate grading

STEEL strapping has gone to work in the logging industry.

Logs hauled out of the woods by truck and dumped into storage ponds took up considerable surface area. Many logs also sank causing a loss to the company. There were other undesirable features. Free-floating logs often became locked in jams that were costly to break up. Then different types and grades of logs became mixed. Sorting them was costly.

A steel strapping manufacturer presented the idea of bundling each truckload of logs with steel bands. The bands are 2 x .050 in. A band is passed around the load at each end and seals then are locked to the bands with a pneumatic sealing tool. Two crimps in each seal assure a positive lock on the bands. During the banding, scaler measures the load. Both operations take only a few minutes.

The bundle of logs is dumped into the storage pond. The Elk Lumber Co., of Medford, Ore., has used the idea and found many advantages in it. Storage pond capacity was doubled since the logs now are stored below the surface as well as on it.

The loss of "sinkers" was completely eliminated. Companion logs in the bundle keep potential sinkers afloat. The movement of bundled logs is facilitated, since it is just as easy to move an entire bundle with a pond boat as it is to move only one log.

A much closer inventory of logs by wood type is made possible by the bundling method. Segregation of logs into holding pens is made faster, simpler, and more accurate since each bundle holds the same kind and grade of logs. •

Capacity of storage pond is doubled since logs are in bundles. There are no losses due to sinkers or jams

Transportation Buying and

“Cooperation and coordination are often the keys that open the door to greater



By Kenneth U. Flood

This article is excerpted from a new book, "Advanced Traffic Management," scheduled for publication this fall. The author is an associate professor in the Georgia State College of Business Administration, Atlanta. Before entering the education field in 1952 as an instructor at the University of Wisconsin, he held various positions in the rate and traffic fields. He is a member of AST&T and the Association of ICC Practitioners. This is the first of a series of articles based on his new book.

INDUSTRIAL traffic management is still in a transitional phase. Many traffic managers still are functioning as rate specialists or shipping clerks. Other traffic managers, in companies of equivalent size in the same industry, hold executive positions with far-reaching duties and responsibilities.

In both large and small concerns, nevertheless, traffic management, if considered objectively on its merits as an aspect of industrial management, can legitimately claim status on the management team or at

least the right to direct communication with top management. It has been said that the exact place of the head traffic man in the organization chart is less important than the assurance that he may report to an executive who understands traffic management; the essential condition is that the voice of the traffic officer be heard in the councils of management. Here then, is one of the major obstacles, that of uninformed management.

TM Responsible

The responsibility is not, however, entirely that of top management. The traffic men themselves are often responsible for their exclusion from top level management. The reason: many traffic men today lack executive ability. They don't do an executive job in a great many cases because they are not qualified to do one. First of all, they lack technical competence and interest in their own field of transportation and traffic. They must have not only a broad knowledge of transportation, but also the ability and willingness to think and develop new ideas and to initiate progressive programs of analysis and study.

Also an essential trait of a traffic executive is the ability to work with people. Their status hinges not only on competence to perform routine traffic functions, but on the ability to cooperate with business associates, carrier colleagues, and customers. This talent for cooperation entails broader thinking, broader education, and broader knowledge of the company and its affairs than most traffic men have achieved. The traffic manager should be an executive with sound

business judgment capable of leading a large organization. He should have a general understanding of merchandising, production technique, economics, labor relations, and the basic principles of law.

The status of a traffic department and the type of functions it performs in an organization are greatly influenced by the competence of the personnel and the complexity of the transportation problems.

Problem Factors

The extent of a company's transportation problems depends on a combination of the following factors:

1. Whether raw materials are purchased on an fob point of origin or fob destination basis. Where the industry must pay the freight charges on its inbound material, the traffic department must supervise the inbound movement, paying particular attention to routing in order to cut transportation costs and coordinate the flow of inbound raw materials.

2. Whether the finished goods are sold on an fob point of origin or on a delivered basis. When sales are made on a delivered basis, the seller absorbs the freight charge; consequently, in the seller's organization, the importance of traffic planning and rate research, and its result—savings in freight charges—can be more clearly seen by top management for it is a direct reduction in production costs.

3. Whether the commodities being shipped are such that a selection can be made between modes of transportation. Where there is, the traffic department must constantly take advantage of every

Selling

recognition . . ."

means to economize in transportation costs without jeopardizing good service.

4. Whether scheduling of inbound and outbound shipments is essential to the manufacturing operation. Coordination is particularly important in assembly line processes where raw materials have to be fed into the assembly point from all sections of the country, for any missing part holds up the entire production. A good example is the automobile assembly plant.

5. Whether there is variation in size of shipments. When there are a large number of lcl shipments, opportunities exist for pool car and pool truck consolidations, stopping in transit for partial unloading, and other cost saving arrangements.

6. Whether time-in-transit is a predominant consideration in traffic planning. For example, perishable goods and department store merchandise require constant tracing, expediting, and never ending supervision of service.

7. Whether packaging, loading, and unloading problems are serious. A good example is the machinery industry, where problems arise every day involving preparation of machinery for shipment—blocking and bracing, dimensional load clearances, and loading and unloading facilities.

8. Whether complicated rate situations exist on the major commodities received or shipped. Many commodities require endless rate research and development coupled with time-consuming auditing of freight bills. The grain industry is a good example of an industry where rate analysis is the major

Cooperative Functions of Traffic in 31 Firms

Cooperate with Executive Dept.

	R	O	N*
Advise on plant location	48	23	29
Advise on siding and other carrier agreements	90	6	4
Arrange for transportation of executives	90	3	7
Participate in production planning	32	35	33

Cooperate with Accounting

	R	O	N*
Audit freight bills or arrange for outside audit	90	0	10
Furnish proof of delivery to credit division	93	3	4
File claims for os&ds or reparations	90	3	7
Work out credit arrangements with carriers	83	0	17

Cooperate with Purchasing

	R	O	N*
Show best purchasing areas from traffic standpoint	80	7	13
Furnish data on most economical size of purchase	57	23	20
Work with purchasing to consolidate lcl shipments	67	7	26
Assist in preparing contracts involving traffic	63	10	27
Warn of impending rate, classification changes	87	7	6

Cooperate with Production

	R	O	N*
Suggest improved materials handling methods	60	4	36
Advise on package specifications, packing	73	4	23
Advise on materials handling equipment	33	30	37
Advise on shipping and receiving dept. operations	67	23	10
Maintain a steady flow of inbound and outbound traffic	90	3	7
Advise on product design	13	23	64
Advise on warehousing	50	23	27

Cooperate with Sales

	R	O	N*
Furnish rate data to salesmen	86	11	3
Determine best unit of sales on the basis of rates	61	18	21
Furnish rates for study of extension of markets	61	18	21
Give data on competitors' rates and rate requests	68	32	0
Furnish rates, etc., for prospective customers	82	14	4
Show best sales areas from traffic standpoint	54	21	25
Aid customers in solving transportation problems	89	7	4
Furnish data on warehouse locations, etc.	61	21	18
Operate or advise on operation of dist. warehouse	68	14	18
Give data on impending rate and classification changes	82	0	18
Give auto cost data to aid fixing of mileage allowance	14	4	82

Cooperate with Legal Dept.

	R	O	N*
Prepare rate case evidence	83	2	15
Prepare loss, damage claim evidence	90	1	9
Appear before rate committees and regulatory bodies	86	2	8
Advise on contracts for transportation equipment	79	0	21

Cooperate with Personnel

	R	O	N*
Facilitate trips by employees	83	0	17
Handle hgh moving for employees	87	0	13

Cooperate with Ad Dept.

	R	O	N*
Advise on descriptive matter on packages, and in advertising literature, with respect to probable classification	56	4	40
Place adequate advertising on company operated transportation equipment	41	2	57

* Letters indicate frequency with which the service was performed, expressed in percentage. R indicates PERFORMED REGULARLY. O is PERFORMED OCCASIONALLY. N means NOT PERFORMED.

Source: Data collected for study by Indiana State Chamber of Commerce and Indiana University.

function of the traffic department.

9. Whether additional transportation services such as commercial transit and reconsignment are often required. In some industries, shipments are made before the goods are actually sold, and the traffic department must change car movements while consignments are in transit to fulfill belated sales agreements.

10. Whether company-owned transportation facilities and equipment are extensive. Traffic departments are generally responsible for the proper utilization of company-

owned trucks, ships, airplanes, and special railroad cars. Increasing freight rates in recent years have caused many companies to become private truckers. This change has added additional problems and responsibilities to the traffic department.

Troublesome Shipping

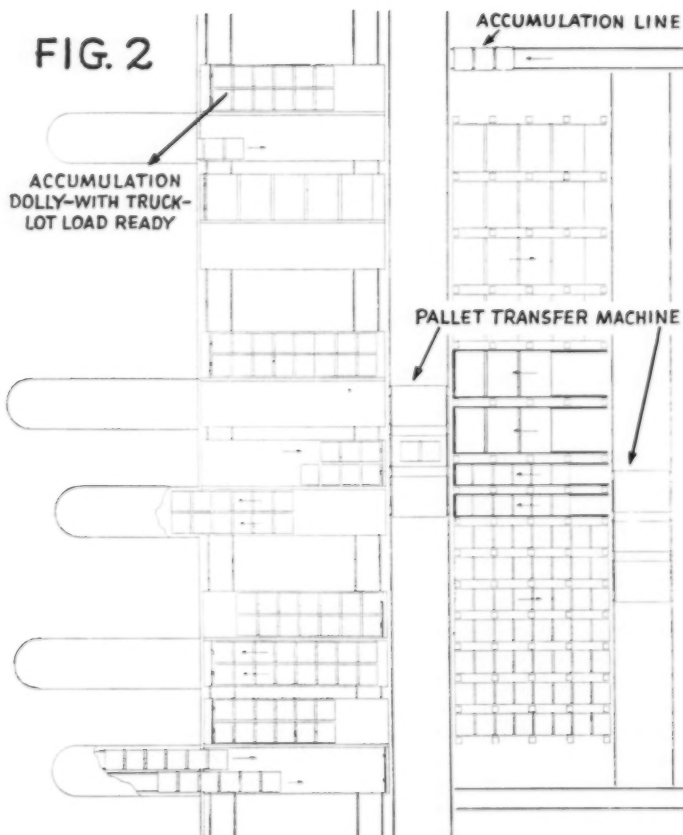
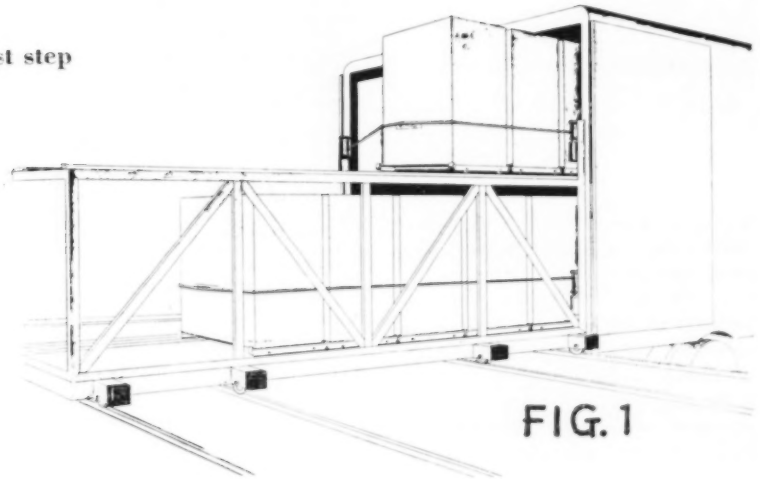
11. Whether the commodity has troublesome shipping characteristics. Extremely high value, susceptibility to damage, and bulkiness (Please Turn to Page 73)

Part II

The Automated Warehouse—

Automated warehouse is the first step
in a materials handling
revolution that will involve
all transportation

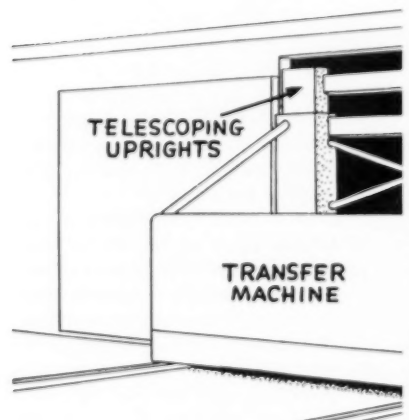
By D. Wayne Zimmerman,
General Mgr., Automatic Warehousing
Branch, Pesco Products Div.,
Borg-Warner Corp.



THE AUTOMATIC warehousing concept has more to offer business today than any other single new idea. When fully exploited and properly integrated with manufacturing, transporting and marketing, it offers the ultimate in speed and efficiency.

It promises the adoption of new materials handling techniques and standards. It will form the

FIG. 4



Future Shipping Center

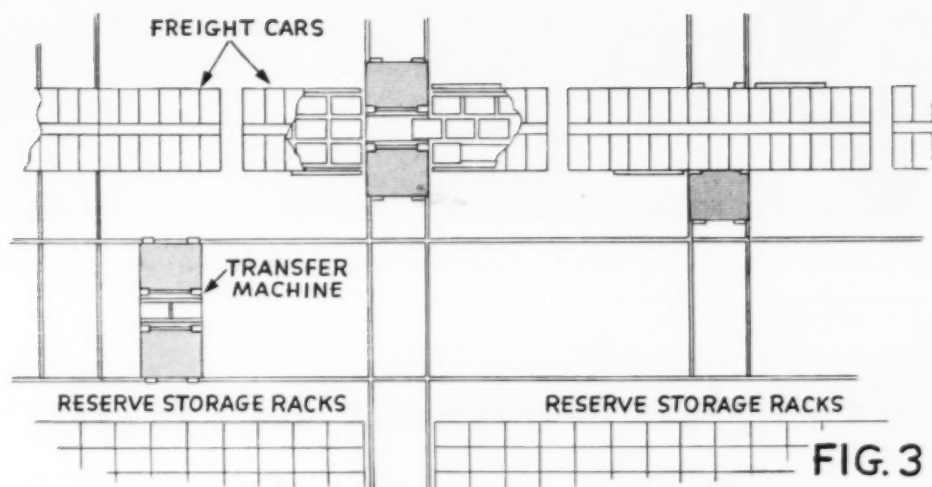


FIG. 3

backbone of new perspectives in all phases of industry, from product creation to ultimate sale and installation. It is truly the key to a potential materials handling revolution which promises to bring the movement and storage of goods up to the level of development of manufacturing.

Manufacturing, transportation, and warehousing people must be-

gin to think in terms of unitized pallet loading, maximum cube, and high-speed transfer equipment. All of these are essential to an integrated automatic materials handling program. They all hinge on the adoption of a pallet compatible with automation concepts.

One configuration that meets the needs is the wheeled pallet. When used with a network of rails, such a design readily adapts to controlled movement by gravity, cable drag, or transfer bar mechanism. The rail-and-wheeled-pallet concept allows full integration of all the functions involved in moving goods and materials.

Picture the factory of the future using the interplant handling and automatic warehousing concept. Components are fed automatically from a reserve storage area to the production line. As the finished product emerges, it is moved on recessed rails to accumulation lines where pallets are systematically marshalled into truck or carload lots.

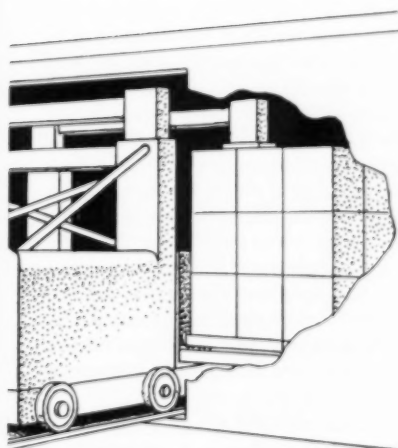
From the accumulation lines

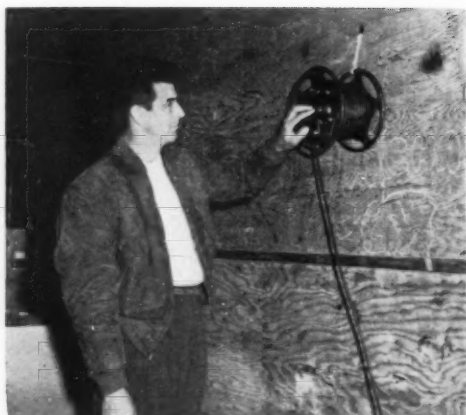
the pallets are moved into accumulation dollies, large, wheel-mounted racking units made up of rails and supports. These would be two cells high and two cells wide, and as long as the trailer to be loaded. Accumulation dollies will be designed and sized to precisely handle a single truck-lot or carload. This system will permit what can be termed "kit handling" of motor freight, rail, marine, or air freight shipments.

Motor Freight

For kit highway shipments, it will be advisable to outfit trailers with a series of rails and supports. Each trailer becomes a miniature warehouse racking system whose cell dimensions match those of the accumulation dolly (Fig. 1). The rail-racking system is a concept which readily lends itself to quick and easy modification of existing equipment. It is estimated that a trailer could be outfitted with rails to form a 4-cell racking system for a total investment of about \$200.

With trailers so rigged, and
(Please Turn to Page 74)





Caller hangs portable loudspeaker on trailer wall. By pushing button in center, he can speak to checker



Foreman monitors checking operations. Switchboard at right is used to make connections between checkers' consoles and lines to the cars

Freight-House Checking Takes to Radio

One checker, working in a central office, can handle several gangs by use of intercommunicating loudspeaker system throughout a terminal

THE OFFICE intercom now has a big brother which, like several other new developments in radio, is bringing new efficiency to materials handling operations.

This new system is the intercommunicating loudspeaker. This is a type of sound system which provides communications in both directions. Office personnel can talk to freight handling crews. They, in turn, can talk back to the office without leaving their working positions. With this electronic intercom, a loudspeaker also is used as a microphone for picking up sounds dozens of feet away.

The freight house intercom system is very similar to the large intercom systems used in railroad

classification yards. Sometimes these freight house systems are a little more complex than the typical yard intercom in that there usually are more central control points.

Typical Installation

In a typical freight house, checkers now work with three or more crews and cars at a time. The checkers work in one centrally located room in which each checker has his own intercom console.

The room is equipped with a switchboard where each checker goes to arrange the routing of circuits from his console to the desired car locations. In this acoustically treated office, a checker

can work at a desk in comfort instead of having to stand in a car with a clipboard.

Each checker is assigned the bills for the cars his crews are to work. The gangs are sent to their specific cars on verbal orders. Generally the gang consists of two handlers and a caller. The caller carries a portable talk-back loudspeaker which he hangs on a nail inside the car. Enough cable is unreeled to reach a receptacle on the platform. After plugging in the speaker, the caller pushes a button and reports his name, the car number, and platform outlet number over the paging system in the checkers' room.

Each checker quickly identifies his gangs and goes to the switch-



Checkers go to this switchboard to plug desired gang speakers into their consoles



Checker, in soundproof booth, works with about three gangs. Console, made by Electronic Communication Equipment Co., combines speaker-microphone

board. There he arranges the circuits so that the desired crews will be lined up with his desk.

Checker Signaled

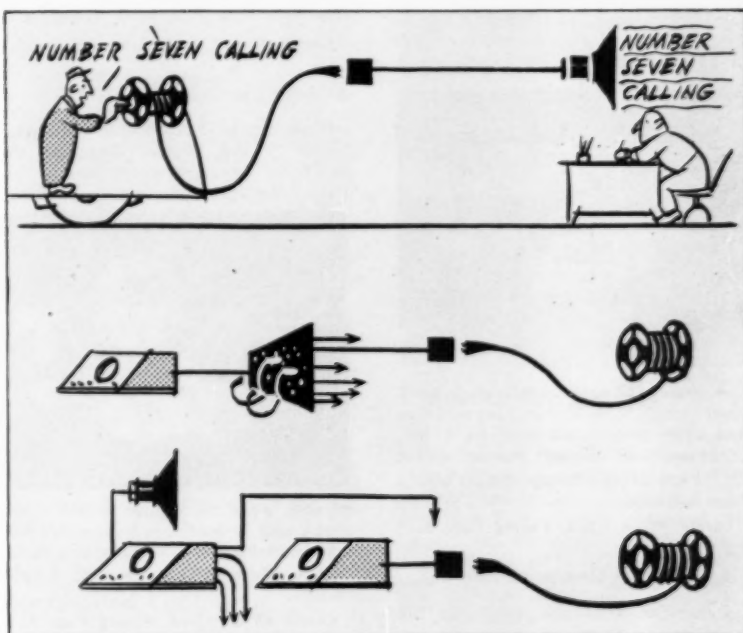
Whenever a crew is ready to start unloading a car, one of its members pushes a button in the center of the loudspeaker. This signals the checker that the gang is ready. If the checker is busy, he flips a switch and tells the crew to stand by. But, if the checker is ready, he tells the crew to go ahead. As the crew calls the destination of each item of cargo, the checker assigns a spot number to be marked on the packages for quick identification. This number will guide the packages to the proper car or truck so that they can be sent quickly on their way.

Since the system is two-way, either the checker or the caller can ask for a repeat in case there is any confusion. While the crew is stacking various packages together according to destination, the checker can work with another crew. When the crew is ready to resume checking, the caller pushes the button to signal the office.

Each checker works with three or more crews. There is little lost motion since one crew can be working while another is moving to another car.

Paging Speakers

Besides talk-back speakers in



Top: Caller plugs in portable speaker and pages checker in office. Center: The checker connects gang to his console via switchboard. Bottom: Foreman taps line

the cars, the platform also is equipped with paging speakers. The foreman can call from his office, the checkers can call, and other supervisors can page anyone they wish throughout the terminal. The foremen also carry telephone handsets which can be plugged into conveniently located receptacles. When they plug in the handset, they can use the paging system to call some other supervisor. When the other supervisor plugs his telephone handset into a similar outlet, the two men can communicate in privacy.

Most of these freight houses are equipped with systems which permit paging over the entire area or selective paging at the worker's expected location.

The checkers' loudspeaker control consoles also are tied in with similar consoles in the freight agents' and foremen's offices. This permits these supervisors to listen in at any time to the conversations between the checkers and crews. The supervisors also can talk with any of the checkers over the system. When the agent or

(Please Turn to Page 67)

DA NEW PRODUCTS

... FOR FURTHER INFORMATION

New Electric Tractor

A completely redesigned and improved series of electric tractors has been introduced by **Barrett-Cravens Co.** The gears are entirely enclosed and revolve in a constant bath of oil.



The gear drive is constructed as a single unit, with motor, transmission and drive wheel mounted in a balanced vertical column. Power is furnished by a high torque motor and a 24-volt battery.

Circle 40 on Card, Facing Page 51

Detachable Containers

Dempster Bros. has developed the **Dempster-Dinosaur**. Components are a tilting frame, two hydraulic raising and lowering cylinders and a double-acting ball cylinder which pulls the



containers up the tilting frame on the truck. Two models handling 22,000 and 30,000 lb are available for over-the-road use. Maximum height and length is limited only by state regulations.

Circle 41 on Card, Facing Page 51

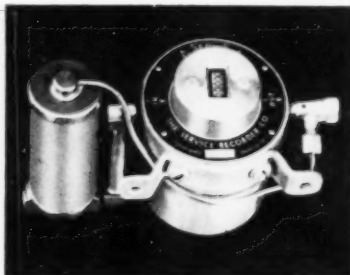
Power Vacuum Sweeper

A new power sweeper, which operates as a mechanical sweeper and vacuum cleaner, is being manufactured by **Wayne Manufacturing Co.** A hose attachment cleans shelves, bins, and confined areas. The unit is mounted on the sweeper and utilizes its vacuum system. Debris is deposited in the sweeper's hopper. The hose will vacuum a 20-ft. circle.

Circle 42 on Card, Facing Page 51

Truck Fuel Meter

The **Servis Fuelometer**, manufactured by the **Service Recorder Co.** measures gasoline as it passes between the fuel pump and carburetor.

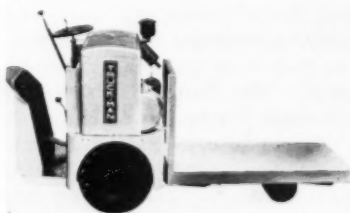


It also acts to reduce credit card abuse and is useful in comparing the economy of different trucks and fuels, or the efficiency of new and rebuilt motors.

Circle 43 on Card, Facing Page 51

Platform Lift Truck

A platform lift truck with a 7500-lb capacity for skids or racks is being manufactured by **Truck-Man Lift Trucks.** The new truck has power

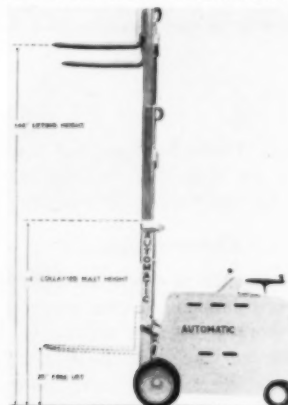


steering. Either wheel will drive the truck if the other is on a slippery surface. The standard platform is 28 x 60 in. Larger models are available.

Circle 44 on Card, Facing Page 51

High-Mast Fork Lift

The problem of moving loads from high stacked storage areas into the tight quarters of highway trailers has found another solution. **Sky-Hi-Lift** developed by **Automatic Transportation Co.** allows a fork-lift truck



to be used for high stacking and unstacking and for loading and unloading merchandise in over-the-road trailers. The mast has a collapsed height of 68 in. that can lift to 144 in. The mast is designed for Automatic trucks with 2000 and 3000-lb capacities.

Circle 45 on Card, Facing Page 51

Pickup Lift Gate

Anthony Co. has designed an elevating tailgate for $\frac{1}{2}$ - and $\frac{3}{4}$ -ton pickup trucks. It utilizes hydraulic power to lift loads up to 800 lb.



The driver can handle all loading and unloading operations. The lift is available as a single unit to be bolted to the truck body in place of a standard tailgate.

Circle 46 on Card, Facing Page 51

and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 51

Fork-Lift Truck Unloader

Fast loading and unloading of freight cars and trucks, plus rapid stacking of materials in storage, are the advantages provided by Law-motor fork lift truck equipped with a hydraulic unloader accessory. The unloader pushes heavy loads from the



forks into exact position. The truck, Model 350, also is equipped with a new style overhead guard designed for added safety.

Circle 47 on Card, Facing Page 51

Appliance Moving Kit

Shank Mfg. Co. offers an Appliance Moving Dolly Kit consisting of two dollies and a pry bar. The bar is used to lift one side of an appliance while the dolly is inserted. It is released



then and the levelers of the appliance rest on the dolly. The second dolly is inserted at the other end. The kit eliminates the heavy work required during installation or removal of an appliance and is especially effective where an ordinary dolly cannot operate easily.

Circle 48 on Card, Facing Page 51

Vertical-Action Caster Brake

Jarvis and Jarvis is the manufacturer of a vertical-action side brake mechanism for medium duty casters. The adjustable brake features a formed brake shoe which contacts maximum area of the tire tread in a

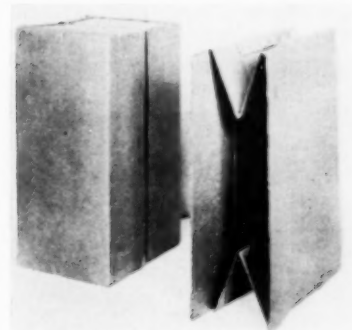


vertical axis of the caster. The actuating force is in line with the braking force. The brake shoe is controlled by a cam action for either secure locking or complete release. Adjustment is provided by an eccentric surface mounted on the axle bolt, permitting compensation for tire wear.

Circle 49 on Card, Facing Page 51

Corrugated Container

A new corrugated shipping container, "Jiffy Box," is offered by Metro Corrugated Container Corp.



The bottom is pre-sealed to speed packaging and shipping operations. It can be stored flat.

Circle 50 on Card, Facing Page 51

Metal Pallet Boxes

Recently introduced by Union Steel Products Co. is a new metal pallet box. It allows full side accessibility



through the full gated side. The Palletainer has overall base dimensions of 32 x 40 in. with a 28-in. wall and 3000-lb load capacity.

Circle 51 on Card, Facing Page 51

Unloader for Barrels

A 1000-lb capacity barrel unloader made by the Special Products Div., Colson Corp., is able to stop and tilt at any level within its vertical span of 8 ft. This permits optimum use



of truck space, with barrels stacked on two levels, the bottom level upright and the top level horizontal. In unloading those transported on top are rolled over the upright level first. The unit is portable and may be used at any warehouse entrance.

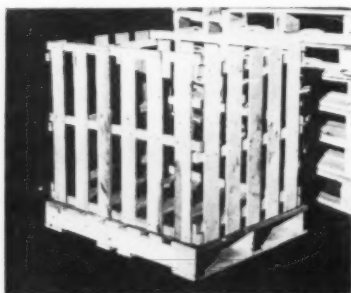
Circle 52 on Card, Facing Page 51
(Please Turn Page)

... New Products and Equipment

(Continued from Preceding Page)

Folding Pallet Container

A one-piece wrap around made to fit any size pallet is being distributed by Atlas Pallet and Lumber Sales, Inc. It can be clamped or nailed onto the

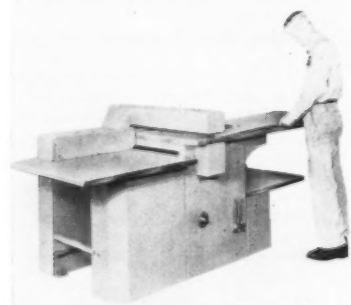


pallet for permanent use or set over the pallet for temporary use. It is collapsed for storage. All four sides are hinged.

Circle 53 on Card, Facing Page 51

Waste Converter

A machine developed by Corri-Cut, Inc., converts corrugated waste into rigid and flexible corrugated packing material. The machine cuts and trims used cartons into blanks, then scores

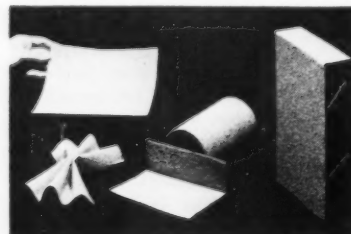


or crimps them to desired size for interior end, side, and corner pads, braces, fillers, dividers and separators.

Circle 54 on Card, Facing Page 51

Non-Slip Protecting Material

"Scotch-Tred," manufactured by Minnesota Mining and Mfg. Co., is a

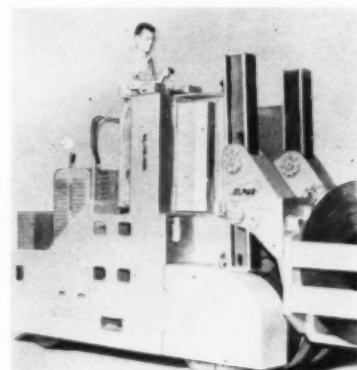


new non-marring slip-proof material for protecting crated goods, and for covering the walls and floors of freight elevators, storage areas, truck trailers. It has a bonded-particle surface. The material can be used for reusable divider cushions, or as a resilient cover for conveyor belting.

Circle 55 on Card, Facing Page 51

Coil Handling Truck

Elwell-Parker Electric Co. has developed a 20,000-lb capacity coil handling truck equipped with a unique rotating head. The truck picks up coils which are stored in a horizontal

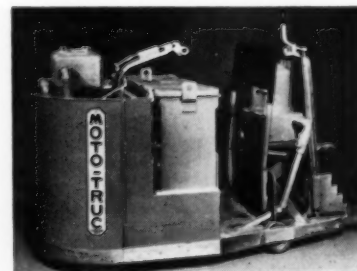


position, upends them during travel, and deposits them in a vertical position so that they may be conveyed through the annealing furnace. After annealing, the truck is used to change the position of coils before storing them.

Circle 56 on Card, Facing Page 51

Explosion-Proof Walkie

Moto-Truc Co. offers a line of explosion-proof electric powered walkie trucks. The towing tractor is the first of the new line and is designed to meet Underwriters' Laboratories Type EX—Class 1—Group D specifications.



These trucks operate without danger wherever vapors and fumes are present in explosive mixtures.

Circle 57 on Card, Facing Page 51

Operator's Cab for Lift

A cab featuring ample room for comfort, and full visibility has been introduced by The Yale and Towne Mfg. Co. as optional equipment on its line of 15,000 to 20,000-lb capacity gasoline-powered lift trucks. The cab

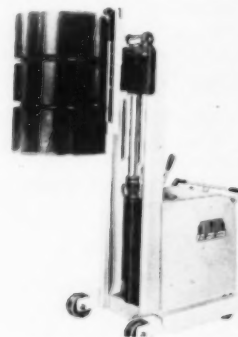


provides 43½ in. from the seat to the roof and can be entered from either side through sliding doors. It can be ventilated through the rear window.

Circle 58 on Card, Facing Page 51

Aisle Drum Handler

A 22-in. wide drum handling lift truck is being offered by Big Joe Mfg. Co. It is available in lifting heights from 62 to 90 in. The battery-operated lift truck automatically



picks up and releases drums weighing up to 1000 lb, handles any rim size, and tiers the drums without pallets. The handling device can be easily interchanged with lifting forks by lifting either on or off.

Circle 59 on Card, Facing Page 51

Chemical Extinguisher

An improved Foamite fire extinguisher, employing a protein-stabilizer-type charge, now produces fire-killing chemical foam which resists water discharged from overhead sprinkler systems. Manufactured by American LaFrance Corp., the unit eliminates the need for water deflection canopies in industries using dip tanks, drain boards, and quenching tanks.

Circle 60 on Card, Facing Page 51

Turning Conveyor

Power-Curve Conveyor Co. is producing a turning conveyor designed to convey any type of sheet and board material around a curve. Grooved rollers and wire spring belts transmit power from shaft to shaft in a cir-

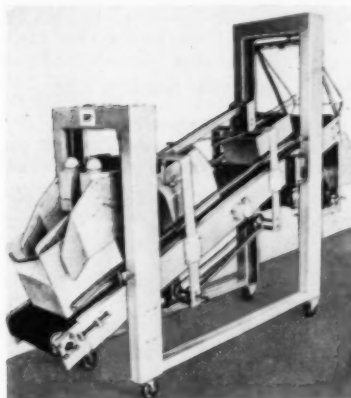


cular path. The turning section has a 6-ft centerline radius using graduated discs keyed to spring-belt-driven shafts. The top surface is perfectly level, but gives controlled turning action to sheets either singly or in stacks. Curved sections can be provided for any arc.

Circle 61 on Card, Facing Page 51

Portable Case Sealer

A case sealer that turns filled cases upside down to let the weight of each compress its glued top has been announced by Standard Metal Products. Completely portable, the sealer



rolls on casters to different operations. It handles cases up to 16-in. wide, 20-in. long and 12-in. high. Unit is 3 x 9 ft and weighs approximately 800 lb.

Circle 62 on Card, Facing Page 51

Pallet Return System

The M-H Standard Corp. announces a new pallet return system for its recently introduced Palletflo live stor-



age racks. The operation of a lever at the front of the rack locks full pallets in place and simultaneously releases two rail pins to permit the section of rail carrying the empty pallet to swing down and deposit empty pallet on the lower return rails. As the empty pallet rolls toward the rear, the upper Palletflo rails swing back into place. Lowering the level locks them into place and releases the loaded pallets which roll to the front of the rack.

Circle 63 on Card, Facing Page 51

Industrial Truck Cabs

Regardless of weather conditions, materials handling operations can continue at full speed if the operator is fully protected in a covered cab. Hyster Co. has designed a perfect-fit

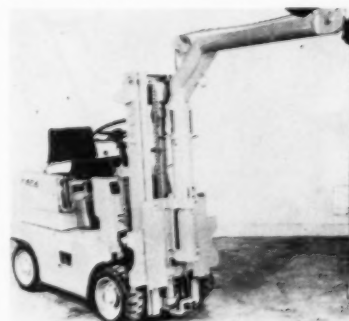


cab which now is available for most pneumatic-tired industrial trucks. Safety glass windows are utilized on most models. Many models are equipped with either turn-down or sliding windows and electric windshield wipers.

Circle 64 on Card, Facing Page 51

Cotton Boom Attachment

A 5-ft cotton boom is available for fork trucks manufactured by Clark Equipment Co. The attachment is suitable for other bulky items as well



as cotton bales and has a capacity of 700 lb. Maximum lift height is more than 15 ft. Swivel design enables the load to be rotated through 270 deg.

Circle 65 on Card, Facing Page 51

Electric Tiering Truck

A 24-volt rider-type electric tiering truck, designed specifically to provide faster materials handling, is offered by Lewis-Shepard Products, Inc. It has



traveling speeds of 4.5 mph empty and up to 4.2 mph loaded. Lifting speeds are 50 fpm empty and 42 fpm loaded.

Circle 66 on Card, Facing Page 51

Multi-Purpose Stacker

Lamson Corp. has introduced a light-weight belt conveyor suitable for stacking and unstacking in storage areas, loading or unloading of



trucks and railroad cars, and as a grade retriever in gravity lines. The unit is available in three lengths: 11 ft 8½ in., 14 ft 2½ in., and 16 ft 8½ in.

Circle 67 on Card, Facing Page 51
(Please Turn Page)

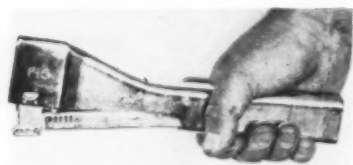
For prompt service, use postage - free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

... New Products and Equipment

(Continued from Preceding Page)

Stapling Hammer

Bostitch has introduced a new stapling hammer for light tacking jobs. Operating as quickly as the operator can swing his wrist, it leaves one

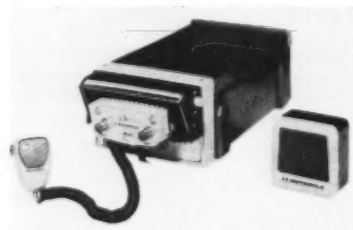


hand free to position and hold work. The hammer is effective for all soft materials and many hard woods.

Circle 68 on Card, Facing Page 51

Two-Way Radio System

Motorola, Inc., has announced a new mobile radiophone to promote efficient truck operation. The equipment utilizes transistors and ad-



vanced unified chassis design. Transistors provide longer life, and then unified chassis design combines transmitter, receiver, and power supply. The new model weighs 34 lb and is packaged in a 10-in. housing.

Circle 69 on Card, Facing Page 51

Portable Hand Labeler

Roovers-Lotsch Corp. announces an improved portable hand embosser for preparing labels. The device em-



bosses clearly marked permanent raised character lettering and numbers on strips of corrosion-resistant monel, stainless steel, aluminum, copper, lead, and vinyl plastic. Labeler has an automatic cut-off blade which springs back into place after strip is cut.

Circle 70 on Card, Facing Page 51

Powder Fire Extinguisher

Dry chemical powder has been combined with the fast action of pressurized squeeze-lever in two high-capacity extinguishers produced by the Fyr-Fyter Div., of Fyr-Fyter Co. Models contain 20 and 30 lb of non-toxic and non-freezing powder which travels 15-20 ft to the fire source and fans out in a 60 ft arc. It absorbs heat as it turns into extinguishing gas. It is recommended for Class C electrical fires and Class B flammable liquids. The unit operates at a pressure of 150 lb psi.

Circle 71 on Card, Facing Page 51



Highway Truck Tires

A new line of tires for panel, pickup, delivery, and large over-the-highway trucks is introduced by U. S. Rubber Co. Extra heavy rubber compounds are used to insulate the nylon cord. Sizes with eight-ply rating and up are made with nylon cord which has a tensile strength of 53 lb. The tires range in size from 6:00-16 to 10:22 in tubed construction. Tubeless sizes are 6:70-15 and 6:50-16.

Circle 72 on Card, Facing Page 51

Easily Pushed Cart

Kenworth Mfg. Co. is producing a cart equipped with a sturdy truck handle especially angled from the back for ease in pushing. The platform is enameled and fitted at the



front with a heavy strip of sponge rubber. It is available in two sizes—28 x 28 and 28 x 52 in. The smaller size carries 400 lb and the larger 700 lb.

Circle 73 on Card, Facing Page 51

2000-Lb Walkie Stacker

The Raymond Corp. announces a new 24-volt walkie stacker for 2000-lb palletized loads. The model handles loads up to 48 x 48 in. and will stack

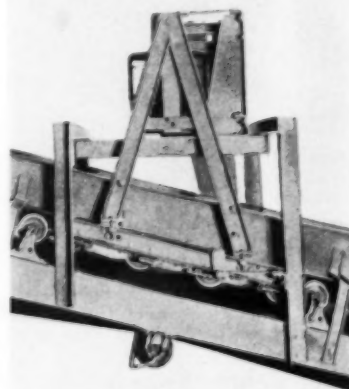


them more than 10 ft high. Compact power unit employs six-volt batteries mounted in pairs on each side of the drive unit. The stacker will enter pallets at right-angles in aisles as narrow as 53 in.

Circle 74 on Card, Facing Page 51

Belt Conveyor Scale

A new belt conveyor scale is installed easily on existing flat-belt or trough conveyors with slight modifi-



cations to the conveyor. The unit can be adapted to either fixed or variable speeds, and is manufactured by Weighing and Control Components, Inc.

Circle 75 on Card, Facing Page 51

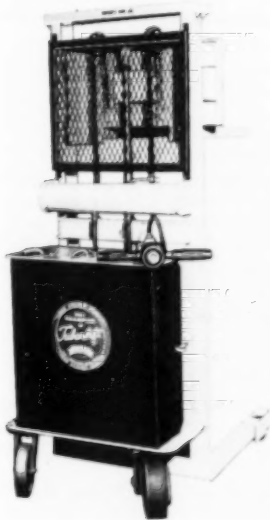
Air-Operated Hoists

Shaw-Box Crane and Hoist Div. has introduced a new line of air hoists available in either link or roller chain types. The new line features frames made of aluminum alloy, easily adjustable load brake, and built-in muffler.

Circle 76 on Card, Facing Page 51

Walkie-Type Lift Truck

A new walkie-type lift truck is being manufactured by **Uhrden, Inc.** Designed to lift up to 1000 lb up to

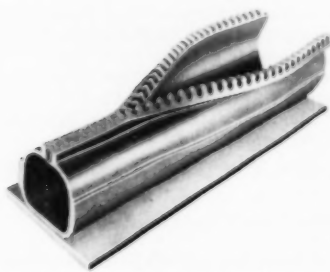


60 in., the unit features fluid drive, independent valving for lift and travel, battery charger, and push-button self-releasing controls. It operates effectively in 60 in. aisles.

Circle 77 on Card, Facing Page 51

Zipper Conveyor

New features have been added to the **Stephens-Adamson Zipper Conveyor**. Bulk materials can be conveyed within the belt completely sealed and carried without breakage, agitation, or segregation. The new design features a one-piece tube



formed of flat rubber with teeth along the edges. In operation, the conveyor opens to a troughing position, receives bulk at a feed point, is zipped closed by rollers, and moved to a distribution center. There the belt automatically unzips and unloads.

Circle 78 on Card, Facing Page 51

All-Aluminum Casters

An all-aluminum caster with brakes offered by **M. Neushul Co.**, features corrosion resistance, and



non-sparking, non-magnetic characteristics. The brake is an integral part of the caster and is completely protected from dirt or external blows.

Circle 79 on Card, Facing Page 51

Heavy-Duty Carrier

A new material carrier of 30,000-lb capacity is in production at **Gerlinger Carrier Co.** It features hydraulic swinging shoes which can be operated



in or out at any lifting height to facilitate the handling of off-size or hard-to-align loads. The lifting shoes, which are 95 in. in length, will lift a 15-ton load 30 in. at a speed of 10 in. per second.

Circle 80 on Card, Facing Page 51

Welded Steel Skids

Two-thousand-pound capacity skids with welded steel angle frames are being produced by **SI Handling Sys-**

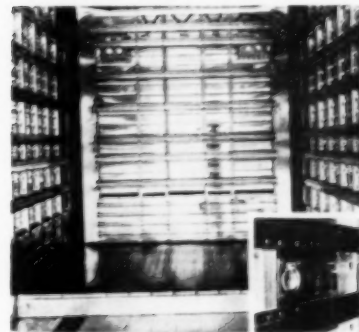


tems, Div. of Safety Industries, Inc. Skids are available in deck sizes from 27 x 54 in. to 36 x 60 in. The companion jack is all steel.

Circle 81 on Card, Facing Page 51

Trailer Liner

Weight savings of more than 250 lb with 35-ft trailers and 300 lb with 40-ft trailers are achieved by using a light-weight aluminum liner developed by **Brown Trailer Div.** A solid



aluminum sheet starts at the floor, and is secured to the stiffeners. It is closed off at the top to prevent the space between liner and skin from filling with debris.

Circle 82 on Card, Facing Page 51

Bin-Type Hand Truck

One man can load, weigh, transport, and discharge bulk materials with the bulk scale hand truck manufactured by **Suttle Equipment Corp.** Model No. 1200 Eze-Move Bulk Scale



has a 1000-lb capacity and moves on 10-in. rubber-over-steel wheels. The dump gate is 8 x 10 in. in size and controlled by an extension handle at the rear. Other models are available with capacities up to 2000 lb.

Circle 83 on Card, Facing Page 51

For prompt service, use postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. **All material is FREE unless otherwise noted.**

**FREE**

LITERATURE

Cutting MH Costs

An analysis of the many facets of materials handling and suggestions for effecting important economies are outlined in a new booklet entitled "100 Ways to Cut Material Handling Costs." Compiled by **Manpower, Inc.**, the booklet suggests ways of streamlining and economizing handling through sound management principles. Consideration is given to equipment, design and construction, conveying, storage, delivery, unloading, safety, and administration.

Circle 84 on Card, Facing Page 51

Tractor Shovel

A new eight-page catalog covering the design, engineering, construction and operating features of the **Allis-Chalmers HD-6G** tractor shovel is now available. Many illustrations are included as well as specifications and a list of the interchangeable attachments available.

Circle 85 on Card, Facing Page 51

Industrial Wheels

A new catalog on industrial wheels is being offered by **Faultless Caster Corp.** Illustrations and specifications for a full range of wheel types, sizes and with various bearings are shown for use in casters or independently on hand trucks, dollies, and other portable equipment.

Circle 86 on Card, Facing Page 51

Harbor Highlights

Featured in the summer issue of "Harbor Highlights," published by the **Port of Long Beach, Cal.**, is an article describing the port's use of its new 40,000-lb capacity fork-lift truck for paper handling.

Circle 87 on Card, Facing Page 51

Warehouse Facilities

The **Seven Santini Brothers**, who own and operate eight warehouses in Greater New York and one in Miami, Fla., have prepared an illustrated folder describing their services and facilities. They also operate an Export Plant and are equipped to handle and process any shipment from origin to destination.

Circle 88 on Card, Facing Page 51

Roller Conveyor Bulletin

An informative, 12-page bulletin on roller gravity conveyors has been issued by the **Rapids-Standard Co., Inc.** The bulletin contains typical applications of roller conveyor, explains construction features, tells how to select this type of conveyor, includes a section on steel and aluminum conveyors, and presents conveyor accessories.

Circle 89 on Card, Facing Page 51

Conveyor Belt Guide

A slide card called a "conveyor belt trouble-shooter" is offered by the **Mechanical Goods Div. of United States Rubber Co.** This pocket-sized device affords a quick method of locating the probable causes of conveyor troubles, and lists specific cures.

Circle 90 on Card, Facing Page 51

Boxcar Unloader

Stephens-Adamson Mfg. Co. announces the availability of a new bulletin featuring technical data, specifications and illustrations on the hydraulically actuated boxcar unloader. This bulletin is designed to show handlers of granular, pulverized or small lump bulk materials, the advantages of the one-man boxcar unloader.

Circle 91 on Card, Facing Page 51

BOOKS

Effects of Seaway Shipping

An "Engineering Study of the Effects of the Opening of the St. Lawrence Seaway on the Shipping Industry" states that dry bulk cargo and general cargo vessels will be the two basic types of ships engaged in Seaway trade. The study is divided into five parts: design of Seaway vessels, effects of Seaway on existing Great Lakes operators, ship replacement problems, operational problems, and a consideration of present and future Seaway traffic.

The study, PB 131736, may be obtained from the **Sales and Distribution Section, Room 6327, U. S. Dept. of Commerce, Washington 25, D. C.**, for \$2.75 per copy.

Packaging Opportunities

New packaging opportunities created by polyethylene are discussed in a 16-page booklet published by **U. S. Industrial Chemicals Co.** The booklet describes the use of polyethylene in coatings, films, and moldings.

Circle 92 on Card, Facing Page 51

Fork Lift Truck

A bulletin illustrating and describing the new **Tubarlift Champion Stroller** is available from **Uhrden, Inc.**

Circle 93 on Card, Facing Page 51

Tape Dispenser

Specifications and uses of **Strap-It**, a new lightweight, compact strapping tape dispenser are discussed in a brochure now available from **Permacel-LePage's, Inc.** Dispenser is used for sealing heavy cartons and packages; holding irregularly shaped objects; bundling pipes, wire, and conduit; palletizing and unitizing cartons and drums.

Circle 94 on Card, Facing Page 51

Platform Trailer

Brown Trailer Div. of Clark Equipment Co. has prepared a folder containing complete specifications for its new lightweight platform trailer. It weighs up to 5000 lb less than comparable units. The 35-ft flat, made of aluminum and high strength steel alloys, weighs 7950 lb.

Circle 95 on Card, Facing Page 51

Case Study on Handling

A handling system for in-plant operations is illustrated and described in a new case history published by **The Elwell-Parker Electric Co.** The report details the methods utilized to handle nearly 250-million lb of material each year within and between five adjacent buildings. Numerous photographs show equipment in action.

Circle 96 on Card, Facing Page 51

Bulk Flour Unloading

A fluidizing gravity conveyor system used for **Airslide** car-to-van transfer of bulk flour is described and illustrated in a report prepared

by Fuller Co. It explains how the conveyor system cut unloading time and allowed speed-up of delivery.

Circle 97 on Card, Facing Page 51

Warehouse Leaflet

The facilities and services of the new Mid-Land Warehouse Co., Inc., Louisville, Ky. are presented in an illustrated and descriptive folder. Map showing the relationship of Louisville to its potential market area is included.

Circle 98 on Card, Facing Page 51

Electric Dumbwaiters

Energy Elevator Co. has prepared a brochure describing and illustrating their moderate speed traction-drive, counterweighted electric dumbwaiters. Described are: Model 431 with overhead traction-drive, Model 432 with bottom traction-drive, and Model 433 with bottom traction-drive for under counter dumbwaiters.

Circle 99 on Card, Facing Page 51

Three-In-One Truck

A four-page bulletin on the Kwik-Mix Co. "Moto-Bug," a multi-purpose material handling tool, is available. The bulletin shows the new unit equipped as a 1500-lb cap fork lift; 18-cu ft, 3000-lb gravity dump hopper, or tailgate dump truck, and a 42-in. x 54-in. platform deck.

Circle 100 on Card, Facing Page 51

Unit Load Handling

A new 16-page catalog covering their line of corrugated steel boxes, skids and pallets for unit load handling has been announced by The Union Metal Mfg. Co. This catalog shows and describes single units as well as a wide variety of skid-box-pallet combinations.

Circle 101 on Card, Facing Page 51

Electric Tying Truck

A four-directional electric tying truck designed to transport long loads through a wide main aisle and move sideways into a narrow storage aisle is described in a bulletin offered by The Raymond Corp. Complete specifications, suggested applications and photos showing the truck in use are included.

Circle 102 on Card, Facing Page 51

Crawler Fork-Lifts

J. I. Case Co., Industrial Div., has prepared a case study on a company using five Case crawler fork-lifts to handle building materials. The report sums up savings and advantages of the TerraTrac mechanical materials handling system, and includes a chart showing type of construction, size, and quantities of materials used on 10 typical jobs.

Circle 103 on Card, Facing Page 51

Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 51.

Before You Move

Allied Van is offering a new booklet filled with valuable tips on personnel moves. Circle No. 25.

UL-Inspected Lift Trucks

Allis-Chalmers has new literature on its Underwriters' Laboratories-inspected GS lift trucks. Circle No. 14.

Electric Protection Services

Automatic fire detection and alarm service, sprinkler supervisory service, and other protection systems are explained by American District Telegraph. Circle No. 12.

Sky-Hi-Lift Truck

Automatic Transportation's new Sky-Hi-Lift has a 144-in. lifting height, 68-in. collapsed mast height. Circle No. 18.

Portable Lifts

Autoquip is offering literature on its transfer bridge, level ramp, portable lift, and truck leveler. Circle No. 10.

Above-Floor Safety

Ballymore's "hi-boy" ladders are offered with hinged first step, rubber-tipped legs, easy-roll casters. Circle No. 11.

Tracing Rail Shipments

A Chesapeake & Ohio booklet describes the railroad's Car Location Information Center for keeping tabs on shipments. Circle No. 26.

No Jars, No Jolts

Clark Equipment Co. has a new brochure describing its electric fork truck which provides "non-jerk power delivery." Circle No. 27.

Low-Lift Pallet Truck

Colson Corp. announces a new pallet truck with capacity up to 2500 lb, spring counter balance handle, 200-deg. steering arc. Circle No. 7.

Distribution and Warehousing

J. Leo Cooke Warehouse offers individual solutions to transportation, warehousing, and other distribution problems. Circle No. 28.

More Work at Less Cost

New Exide literature tells how every electric industrial truck can do more work, still cost less to use. Circle No. 4.

Longer Industrial Tire Life

If you're spending too much on tire replacement, try B. F. Goodrich's free tire and wheel analysis. Circle No. 1.

The Human Side of Moving

Greyvan Lines' Sixth Study on The Human Side of Moving tells "what other companies do and what their employees think they should do." Circle No. 29.

Floor Trucks and Their Selection

Hamilton Caster & Mfg. Co. has a catalog on "floor trucks and how to select them." Circle No. 15.

Hi-Lo Automatic Dockboard

Kelley's new automatic dockboard requires no pit, and the truck supplies the power. Circle No. 16.

Versatile Handling Unit

You can haul, lift, stack, load, and unload with one Kwik-Mix Moto-Bug which comes with a variety of quick-change attachments. Circle No. 5.

Fork Trucks and Profits

A Lamson-Mobilift lift truck comparison chart tells how to build greater profits with fork trucks. Circle No. 8.

New York Area Distribution

Lehigh Warehouse & Transportation Co. literature tells you how to "button up your sales and distribution problems in the New York area." Circle No. 30.

Hydroelectric Tractor

Lift Trucks, Inc., has published Bulletin KT describing its hydroelectric industrial tractor with the Dyna-Dual power unit. Circle No. 17.

In-Floor and Overhead Handling

Link-Belt Trukveyors, in-floor and overhead truck-drag conveyors, were designed to combat rising handling costs. Circle No. 3.

Cab-Over-Engine Truck

Mack Trucks' new COE model offers choice of engines from 150 to 205 hp, tilt-cab action for easy maintenance, and other features. Circle No. 2.

Magnesium Dockboards

Magcoa's new Dockboard File describes advantages of its line of light-weight, no-slip, no-run-off magnesium dockboards. Circle No. 13.

Door-to-Door Service

The New York Central's Flexi-Van service, now expanded to include Boston, Syracuse, and St. Louis, combines the advantages of truck and rail service. Circle No. 31.

Port of Long Beach

Harbor Highlights, a quarterly news magazine, is available from the Port of Long Beach. Circle No. 32.

Hazardous Operations

One of six basic models, the Revolver Series 54.00 Go-Getter is designed for use in explosion hazardous areas. Circle No. 6.

Shippers' Dictionary

Roadway Express is offering a free, 48-page Shippers' Dictionary, called a "comprehensive glossary of traffic and transportation terms." Circle No. 33.

How to Mark a WJFLUGH

Speedy Products offers information on industrial marking, stamping, and stenciling. Circle No. 9.

Move It via the Mississippi

Bulletin 1801 by Union Barge Line tells the shipper how he can save money by inland waterway transport. Circle No. 34.

Air Freight for Speed, Savings

The United Air Lines Air Freight Booklet gives time and cost-saving tips on air freight shipping. Circle No. 35.

Quick-Print Camera Cuts Claims for Damage in Transit

Shippers and carriers are discovering how on-the-spot proof helps reduce damage-in-transit claims. Flash photo evidence acts as a positive before-and-after check on every payload

THE DENVER-Chicago Trucking Co. has turned its loading supervisors into shutterbugs and cut freight damage nearly 100 per cent.

D-C is just one of several carriers and shippers who have solved problems by using quick-print cameras. In another application, a large wine producer reports that freight claims from its rail shipments are virtually nil since turning to cameras.

Dock personnel of an Ohio industrial firm shoot pictures of every carload and, among other

uses, tack prints inside the car before it leaves the siding.

A highway carrier in upper New York state takes 2400 pictures a month by 60-second photography and nets a profit in more efficient use of trailers.

Load Inspection

With 2000 trucks moving five-million pounds of freight out of 15 terminals daily, it was impossible for Denver-Chicago's terminal managers to see every trailer before its departure. This sometimes resulted in unfavorable load

factors and increased damage claims.

But these costly problems have been reduced. D-C's supervisors photograph each load before the trailer's doors are closed. Within 60 seconds they lift out the finished picture, know whether they have what they want, then dispatch the truck.

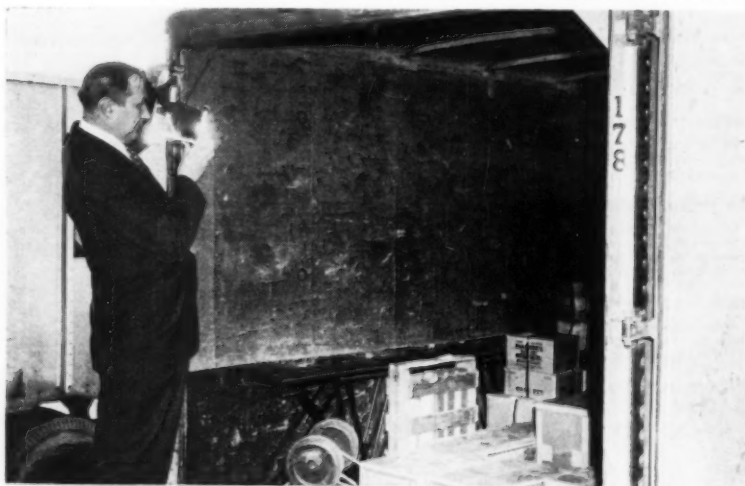
The trailer's number, departure time, and the supervisor's name are written on the back of the picture. All photos go immediately to the terminal manager for appraisal of the loading technique.

But that's not the final use of the pictures. They are forwarded to the road operations and maintenance vice president, in the Denver headquarters. He and his staff check the trailer load factor — weight and capacity utilization. The load factor is checked for revenue comparison and necessary action is taken to correct any deficiencies. All prints are filed for reference.

D-C's more than 2000 units covered more than 60 million miles last year, yet 99.39 per cent of all shipments were handled claim-free. The estimated cost of each picture plus a flashbulb is about 30 cents for materials—a fraction of the cost of calling in a professional photographer for each shot.

If a load is damaged in transit, a member of D-C's claim department photographs it and, from the

Employee of Gorea's Motor Express demonstrates how dockmen at the firm's terminals make certain that each highway trailer carries a payload from dock





Carloading superintendents at Mogen David Wine Corp. photograph loaded freight cars before they are sealed



Photograph is attached to carloading report to give an accurate record of the shipment's condition at origin

trailer's number, pulls out the file pictures of the load taken at its origin terminal. "Before-and-after" photos help D-C determine whether or not the blame lies in faulty loading methods. Then by using the prints of such instances as training tools for dockmen, D-C takes steps toward prevention of re-occurrence.

Most important is the money-saving value of the pictures. With pictures available a minute after they're taken, D-C has visual aid for settling claim matters. In 1957, 75 per cent of all D-C claims were processed within 30 days—including those involving other carriers on interline shipments.

While D-C employs photography for its own protection and training, the Mogen David Wine Corp., of Chicago, and the Newark, Ohio, works of Kaiser Aluminum and Chemical Corp. also have customer service in mind. They take pictures of railroad car loading operations.

Claims Reduced

Mogen David ships millions of cases of wine over the nation's railroads annually. This merchandise has often sustained severe damage in transit. All shipments from the wineries are made freight collect, and claims for such damage must be made by the consignee to the carrier, the railroad.

To assure the consignee that the cars were properly loaded at the winery, eliminating any applicable responsibility to Mogen David, pictures of the loaded freight car are sent along with the invoice.

The pictures are accepted by the railroad as evidence of correct loading procedures at the wineries. Claims for poor loading filed against Mogen David by the railroad have been greatly reduced.

Recently, a Phoenix, Ariz., liquor distributor entered a damage claim against the railroad. The distributor produced pictures mailed to him by Mogen David, and the railroad admitted it was at fault. The case was settled one day after it was entered. Mogen David photographs the interior of the freight car as it is being loaded and also takes pictures of the car doors before they are sealed. The photographs then are attached to a carloading report, which is forwarded, with the invoice, to the customer. Additional pictures are filed with the traffic department.

Improves Blocking

Shippers at Kaiser's Newark works shoot three interior pictures of each end of a loaded freight car. One set is sent to the district sales office in the custom-
(Please Turn to Page 78)

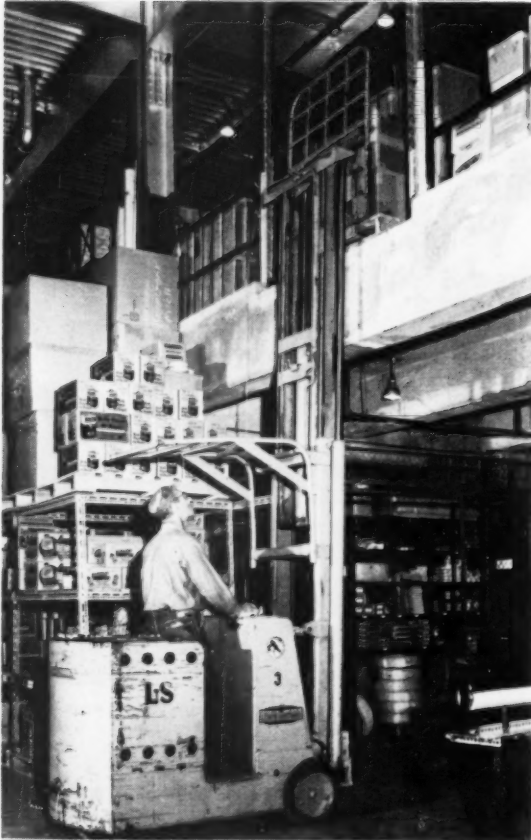


Sixty-second pictures have proven to eliminate freight damage claims

D-C's dock supervisors shoot about 6000 Polaroid pictures per month

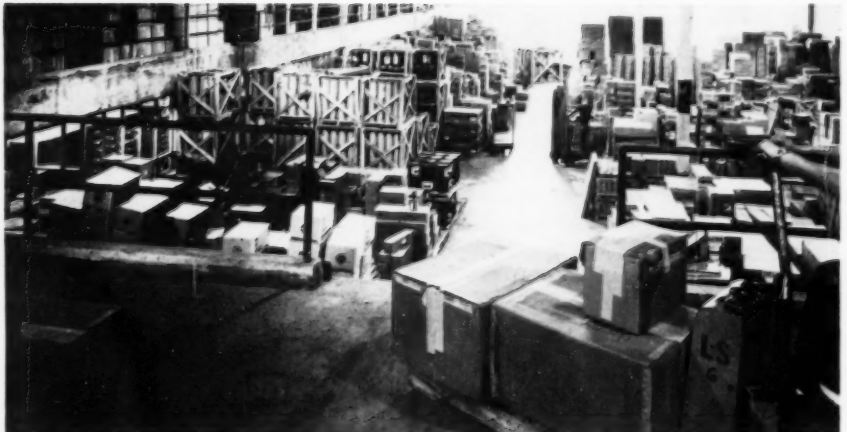


Warehouse Boosts Handling With Multi-Purpose Lifts



Bridging the gap between the main storage area and the balcony, the Lewis-Shepard truck reaches 12 ft

Hand truck operates on the balcony. Electric lift truck high stacks a load of small rolls on main floor



Odd-shaped goods flow smoothly from bottom to balcony in this up-to-date warehousing operation with specially tailored equipment

FISHING tackle and carpets are odd-shaped problems for most warehousemen. But by balancing the use of power and hand-operated equipment, warehousemen can solve these problems.

Morley Brothers' two-year-old warehouse has numerous odd-shaped goods to handle among the hardware, housewares, sporting goods, and floor coverings it distributes to Detroit area dealers. These odd-shaped goods could have created a handling bottleneck at the warehouse. But they did not because Morley Brothers tailored its new equipment to fit the operation.

Power vs. Hand

In addition, they achieved a proper balance between power and hand-operated equipment. By using each according to its strongest feature, an efficient system was established with a low initial investment.

Morley Brothers knew the hand-operated equip-

ment was best where two or more of these conditions existed:

1. Low floor capacity.
2. Short haul.
3. Infrequent use.

One situation where this standard applied was on the L-shaped balcony of the warehouse. In this storage area, Morley Brothers uses walkie-type hydraulic pallet trucks to move sporting goods.

When sporting goods are received from cars or trucks, they are immediately placed on pallets and moved to the balcony by an electric fork-lift truck. The 12-ft lift between the main floor and the balcony is handled by the fork truck, which places the load on the balcony. Then, a hydraulic pallet truck, with 2000-lb capacity, takes the goods to the appropriate storage area.

The low ceiling height above the balcony and the lighter volume of traffic permit high stacking. Manual methods are also used in the balcony order picking operation. Goods are palletized on the hand truck. They are deposited at a location where a fork-lift truck can pick them up and lower them to the main floor.

The three electric fork trucks used in the operation are operated from a standing position while riding.

Boom Attachment

One of the attachments is a 9-ft boom, used to handle long crates containing carpets. This is quickly removable from the truck and replaced by conventional forks when necessary.

The truck's stability would be impaired with this attachment without an additional counterweight at the rear. The counterweight can be removed easily from or placed on the truck.

Not only does this counterweight allow use of the boom attachment, but it means that loads weighing either 2000 or 4000 lb can be carried with conventional forks. The truck is converted into a 4000-lb capacity unit by placing the counterweight on the rear.

The boom is used principally for unloading carpet crates from box cars and trailers and occasionally for loading trucks. After being unloaded, crates are placed on four-wheel hand trucks for removal to the main storage area. An overhead crane is used to remove the crates from the hand trucks and stack them atop each other.

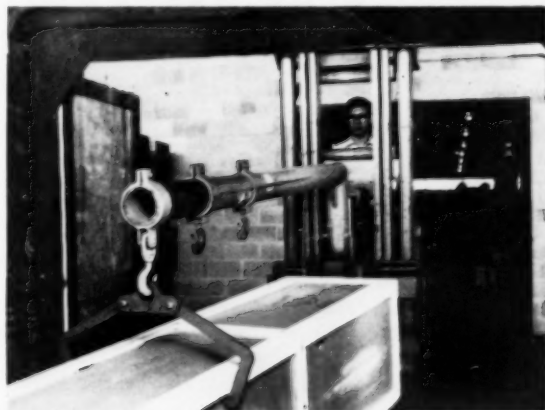
Order picking of carpets is normally accomplished by the crane, which picks up and deposits crates on four-wheel trucks. The four-wheeler is then manually pushed to the order assembly area.

The boom is used for loading outgoing trucks only if there are several crates going out simultaneously. This restriction is made because it does take several moments to remove a truck's forks and attach the boom. One crate does not justify this time investment.

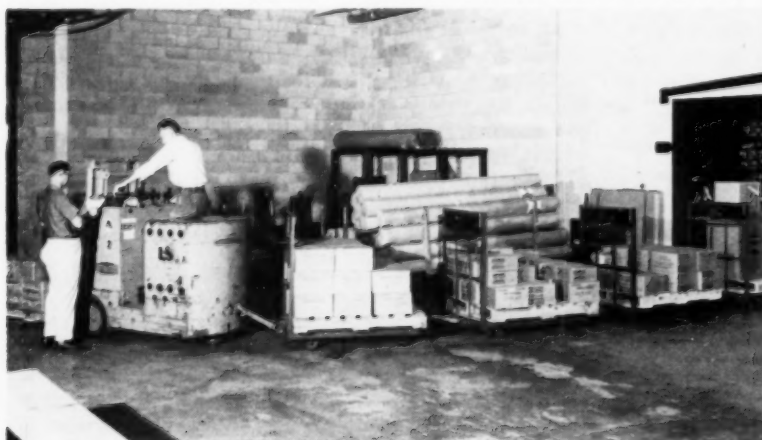
Most of the carpet crates weigh between 400 and 800 lb, with the heaviest weighing around 900 lb. Since the boom has three hooks, it is adaptable to crates of varying lengths.

(Please Turn to Page 72)

Truck removes carpet crates directly from carriers. Three hooks on boom allow lift to handle many sizes



Trackless train is checked on way to shipping area. Besides goods on trailers, additional goods are carried on truck's forks. Total weight is about 5000 lb



With this attachment, fork truck handles three rolls of linoleum easily, safely





Fish removed from shelf after sharp freeze are separated and placed in wire baskets, first step in the new system



Fish are not taken out of the baskets at the glazing tank. Handling to and from this operation is by fork-lift truck. Glazing process eliminates dehydration and preserves flavor

Fresh from the Freezer Comes Fish in A Basket

THE FROZEN fish industry, applying metal pallet boxes to a growing number of storage and processing functions, has succeeded in cutting handling costs while improving the quality of its product.

An early user of these baskets was the Port of Seattle. The use of these containers and other equipment permits the Port to handle increased tonnage, better utilize the cube in storage areas, improve inventory control, and eliminate hazardous manual labor.

The Port of Seattle warehouse handles salmon, halibut, cod, and crab caught in waters off the U. S., Canada, and Alaska, and some fish from Japanese waters. In a recent year, the Port handled 15-million lb of fish.

Fish Cleaned, Iced

Most of the fish arriving at the pier have been cleaned and iced down on the fishing boats. On arrival, they are washed, cleaned if necessary, and weighed. From the pier, the fish are moved to the sharp freeze where they are laid on shelves above refrigerator coils. Here they are exposed to temperatures of minus 30 to 40 deg F for from 12 to 24 hours. It is after this freezing that the new handling system goes into operation.

The old method included loading the frozen fish into slotted containers on a push truck. The container then was moved to the glazing tanks. At that point, the container was lifted from the truck and the fish, still in the container, were dipped. Glazing eliminates dehydration and preserves the fresh flavor during storage. After coming out of the solution, the container of fish was returned to the truck and pushed to the cold storage holding room. There the fish were unloaded by hand and stacked on the floor like firewood. Personnel had to stand on a glazed and slippery stack of fish to hand stack to a higher tier. Maximum cube was not achieved in the storage area.

Stock rotation was difficult. If the fish needed reglazing, it had to be loaded by hand into the containers. After redipping, it had to be unloaded by hand and restacked. Removal from storage was another manual operation, the fish being placed back in the containers. All this hand labor was done at temperatures around zero.

New System

The new system eliminates all manual handling between the sharp freeze and the shipping dock. Frozen fish are loaded from the freezer room shelves into wire mesh containers. Moved by fork trucks to



Fork truck handling has eliminated much manual labor at the Seattle cold storage warehouse. Stacking saves cube



Ketchikan Cold Storage adopted "baskets" as part of a larger program which also included crib shipping and bait freezing in fibre cartons

A growing number of fish freezing plants have found that metal pallet baskets can reduce the hand labor in their operations

the glazing tanks, the "baskets" of fish are dipped. A fork truck then carries the containers to the storage rooms where they are high stacked.

If reglazing is necessary, the solution can be sprayed onto the tiers of fish in the storage area. For the trip to the shipping docks, unit loads of frozen fish in containers are moved by fork lift.

Employees spend less time in sub-zero temperatures. Stock rotation is simplified. Each customer's fish is clearly labeled on the containers and his stock is easily separated. Complete circulation of cold air is possible through the sides of the container.

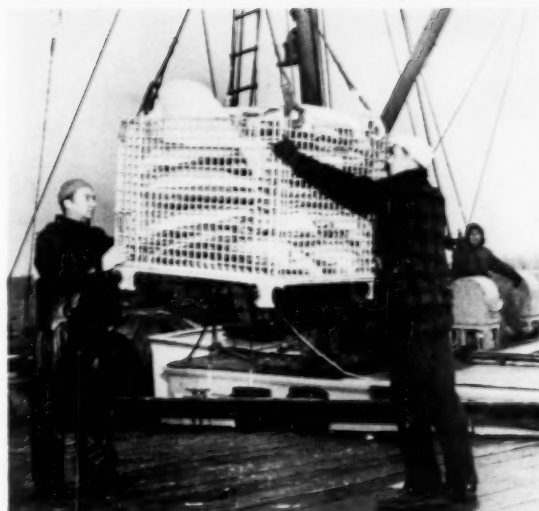
Design of this container was carried on as a joint project of the Industrial Metal Container Product Section of The Material Handling Institute, Inc., the Port of Seattle, and Union Steel Products Co.

Spreads to Alaska

However, their use has not stopped at the West Coast Port. Ketchikan Cold Storage, Ketchikan, Alaska, has adopted the baskets as one step in a two-part program to speed frozen fish distribution.

The decision to use the baskets at Ketchikan followed a study of the Seattle method.

Now Ketchikan handles frozen halibut and salmon in 400 baskets. Half are the 40 x 48-in. size and half are 40 x 72 in. The former will hold 1100 lb of me-

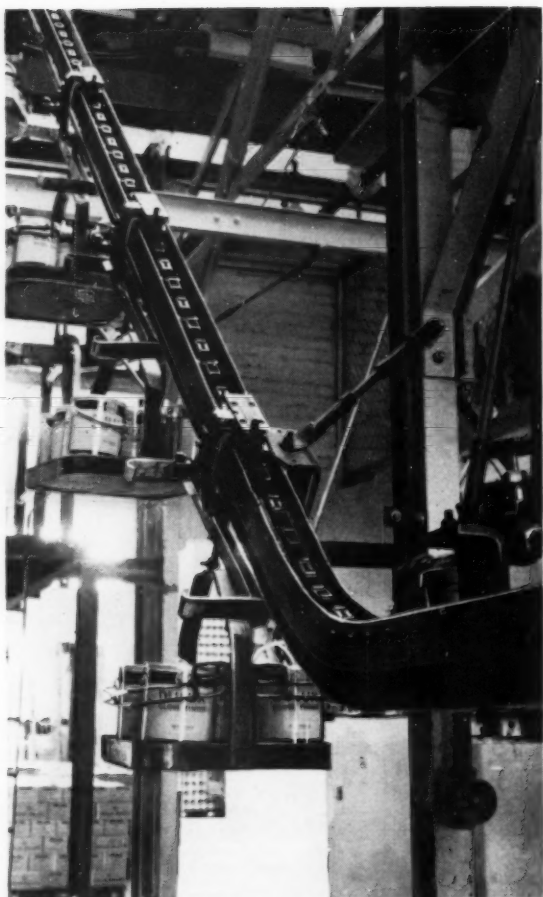


This method of unloading fish from hold of a fishing vessel hasn't been extensively used thus far. Interest is growing

dium and chicken halibut, salmon, or sablefish. The capacity of the latter is 1200 lb. The use of these baskets is similar to the operation in Seattle.

Point two in the Ketchikan Cold Storage cost-cutting project is the use of wooden cribs supplied by the Alaska Steamship Co. During the 1956 halibut season the company started using these 60 cu ft cribs for bulk shipments of frozen fish to Puget Sound. The cribs, having a pallet base, handle equally well by fork or ship's tackle.

Since these cribs are used for other products which might be harmed by the odor of fish, a heavy paper interliner is placed in the carrier. Then it is filled with fish and placed aboard ship. At Seattle, the cribs of fish are unloaded and placed on transfer trucks which take them to the cold storage plant. Empty cribs are returned to the steamship line terminal. •



Filled trays, leaving the Filling Department, climb ramp to bridge. At inclines, "dogs" grip trolleys

Million-Gallon Warehouse with Pint-by-Pint Control

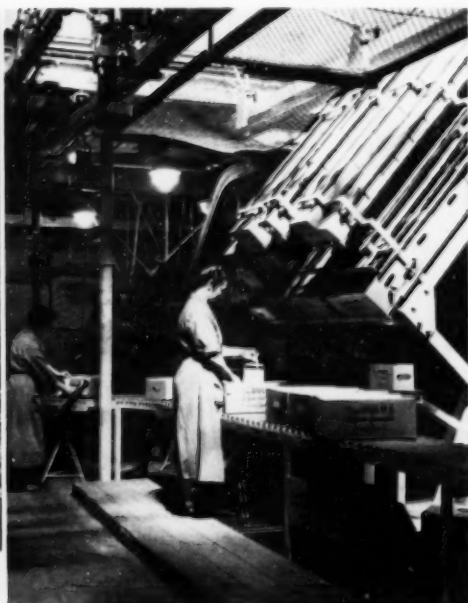
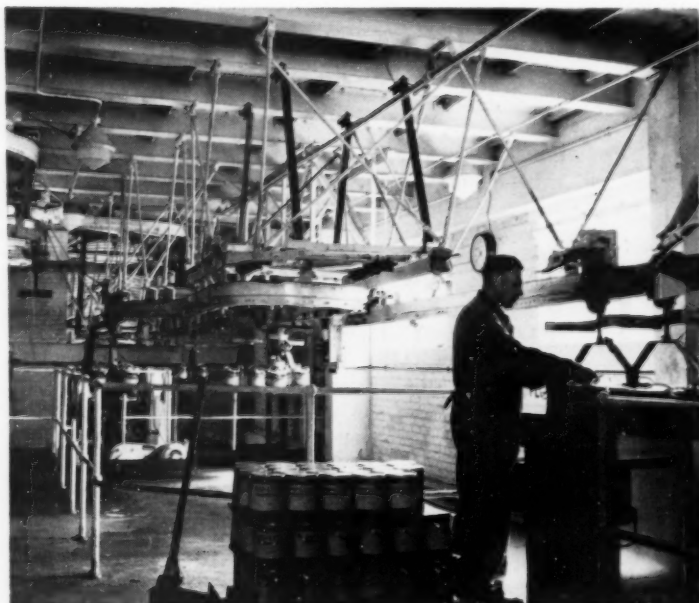
Old one-story warehouse is replaced by a four-story building with overhead conveyors on which trolleys guide themselves to preset destinations

By John Grindrod

DA European Correspondent

In the warehouse, recently filled cans of paint are removed from the trays which carried them across the covered bridge from plant

Empty cartons come down chutes at the packing station. Paint arrives on high-level track



HOW TO store a million gallons of paint—7000 different stock items—on a site only 400 x 330 ft is a problem solved recently by the Paints Division of Imperial Chemical Industries Ltd. at Slough, England.

Among the features of the new facility is a 3000-ft long overhead conveyor system. This moves finished products, both horizontally and vertically, from the filling department to the warehouse and from collecting points in the warehouse to the despatch points.

Also of interest is the building's construction. The entire weight of the 40-ft-high four-tier storage racks of the four-story warehouse rests on the ground. Intermediate floors are "hung" between the racks. With the new facilities, it is possible in an hour and one-half to make up and despatch an order which previously took 24 hours. In the former one-story warehouse, the storage capacity, including reception and despatch areas, was 7 gal per sq ft of ground floor space. In the new building it is 30 gal.

Part of a scheme for the general expansion of the plant, the warehouse serves the dual function of a customer distribution centre for the London area and a distributing depot for other warehouses throughout Britain.

Stock Requirements

The variety of products and the batch sizes required for economical production means that the manufacture of a particular

product can be repeated only according to the demands for all the other products. Furthermore, such paint made in large batches is used in small quantities. It is subject to seasonal and even weather-controlled demand. Such factors determine how much of every item must be kept in stock to meet customer demand. This, in turn, has determined the size of the paint warehouse—800,000 gal at present with provision for expansion to 1,000,000 gal.

The handling of products packed in 5 or 40 gal drums or similar sized units is relatively simple. Pallets, hand trucks, and fork trucks are the main items of equipment used. With smaller sizes, the volume is made up of a greater variety of items steadily increasing in terms of gallons, but increasing at a greater rate in terms of pieces (tins). The methods adopted were conceived

chiefly to deal with a variety of small containers.

Bridge Built

Since the filling and warehouse departments lie some 200 ft apart on opposite sides of two main roads, they have been connected by a covered bridge. The produce of the filling lines travels into the warehouse building by conveyor.

This was considered preferable to the use of trailer trains. The latter would have created a nuisance at the roads and would have demanded larger waiting spaces inside the filling shop and warehouse building. The time cycle would also have been longer. More of the product would have been in the "pipeline."

Two further points in favor of a conveyor were that storage was on four floors and that side gangways between rows of shelves

(Please Turn to Page 97)

Tins from first floor are placed on slat conveyor which takes them down to vehicles



Slat conveyor starts at ground floor, where paint is stored in numbered locations, and takes it to trucks



Driver working in his truck loads tins of paint from a retractable conveyor which extends from the plant



'Up and Down' Solution

What to do with a brick wall may be your problem when the time comes to expand your shipping dock.

This firm solved the problem with a modern drawbridge

HERE is how a battery manufacturer solved the problem presented by a railroad track siding which stood in the way of expansion.

The New Brunswick, N. J., plant of the Delco-Remy Division of General Motors recently was faced with the necessity of enlarging its shipping area. The only way to move was out. And out was over a recessed rail siding which is an integral part of the main building. Packaged batteries are stacked in the storage area adjacent to the track well.

A recessed rail siding, in this instance was an obstacle. It would be necessary for a fork-lift truck to cross it every two

minutes with a combined weight of 17,000 lb.

A unique lift bridge, the solution to this problem, was planned to span the well, connecting the storage area with the truck dock.

Design Problem

On a loaded truck almost all weight is carried on the two front wheels. This heavy concentration of weight on a small area requires sturdier support than if it were distributed over all four wheels.

The bridge would have to support two of these loaded trucks, a total weight of 17 tons. Due to limited overhead room, any kind of cable-controlled operation was inadvisable. The overhead trusses

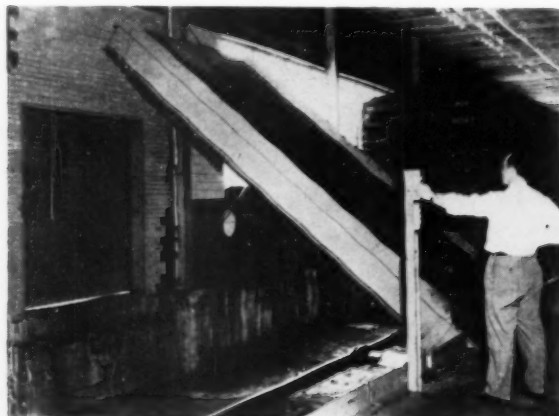
had not been designed to anchor cables and hoist units which would have been needed to support and operate a bridge.

Operating Principle

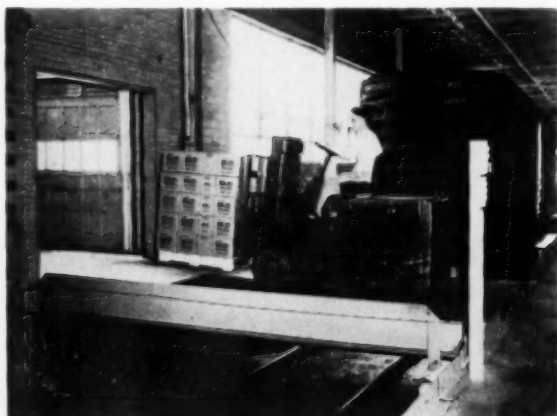
The lift bridge employs a single linkage arm in what is essentially a cantilevered, double counter-weighted system. The bridge and counterweight system represent a mass of approximately 30,000 lb. It picks up speed until it reaches mid-point, and then gradually slows to lowest speed at the full "down" or "up" position. Special linkage allows the bridge to halt without jarring.

The deck of the bridge is covered with $\frac{1}{2}$ in. checkered steel

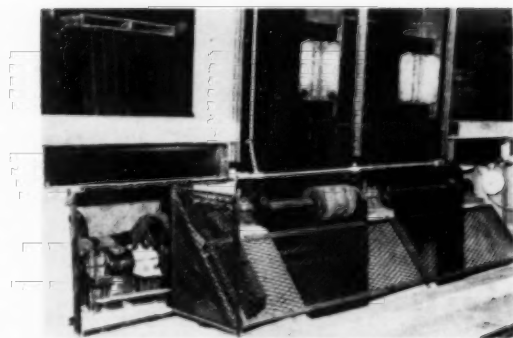
To lower bridge, the operator unlocks a stop button and pushes the button marked "lower." Blinker flashes



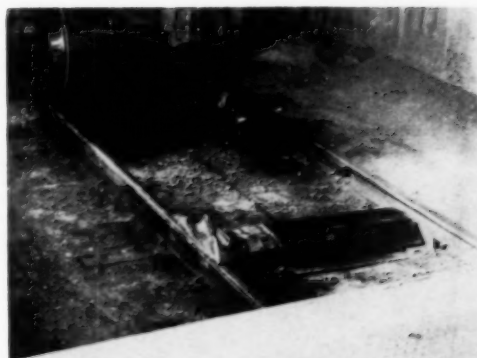
When bridge reaches full "down" position, locking latches are closed and a lock-stop switch is energized. Door opens



to An 'In and Out' Problem



Slightest contact by the three hydraulically operated switches with an obstruction reverses the bridge



When bridge is lowered, special details on the rail siding, operated by air cylinders, move into place

plate and is 9 ft wide and 20 ft 11½ in. long. A double set of counterweights is housed, along with all operating mechanisms, beneath the floor. Operating switches are mounted on a post in the storage area.

Delco plans as much as possible to make its railroad drills at night. To lower the bridge, the operator simply unlocks a stop button and pushes the button marked "lower."

A vibrating horn blows and an overhead red blinker flashes in the storage area and on the shipping dock. This lasts 20 seconds to give personnel in the vicinity ample warning. The bridge will not move until the lapse of this 20-second period. During this time special derails on both sides of the bridge slide into place. They are operated by an air cylinder under solenoid control, and prevent the freight cars from damaging the bridge.

To prevent further the possibility of freight car damage to the bridge, three hydra-tubes are attached under it. The slightest contact of these hydraulically op-

erated switches with an obstruction under the bridge causes the bridge to stop and reverse. They are automatically energized by the downward movement of the bridge.

As the bridge reaches full "down" position, locking latches close and a lock-stop switch is automatically energized. It trips two down-limit switches. One of these shuts off the main drive motor. The other allows the overhead door of the shipping dock to be opened.

Button controls to open the shipping dock entrance are located at the dock and on the control post in the storage house. Shipping-dock control lets personnel close the overhead door when the large loading doors are opened. This minimizes the rush of cold air into the plant.

The entrance door to the shipping dock cannot be opened unless the bridge is down. The bridge cannot return unless this door is closed. Automatic locking latches prevent an accidental bridge raising.

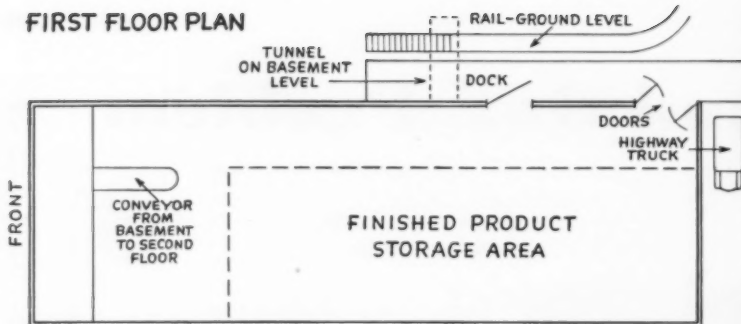
Raising the bridge is basically

a reversal of the lowering process. The shipping-dock door is closed and the stop button released. Next the raise button in the storage area actuates the safety devices. After the 20-second safety period, a solenoid opens the locking latches. If the latches fail to open, no contact is made at the latch limit switch, and the main drive motor will not start. There is no possibility of stripping the gears.

When the time relay has run its cycle and the latch limit switch is energized, the bridge begins to rise. In a vertical position two up-limit switches stop its movement.

The up-limit switch, when tripped, shuts off the motor. If this switch fails, the bridge will automatically trip a second switch and stop the motor. Whenever the second switch is called into operation, a special red warning light on the control post indicates that switch one is out of operation.

The derails trip off the railway siding only after the "up" limit has been reached. The bridge automatically locks. •



First-floor is used for finished product storage, offices. Rail and truck docks are directly adjacent

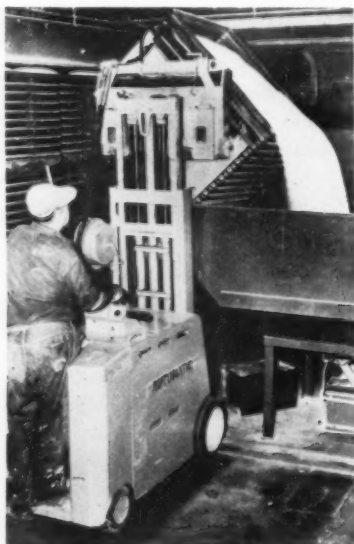


Gate at hopper bottom is controlled by an air cylinder shown at ceiling

Tunnel Transit Speeds Handling

Digging deeper than its competition provided a solution to this firm's problem of bulk chemical handling

Automatic lift dumps bulk into feeder on way to processing area



A PROFIT-making tunnel modernized this plant's handling system and made delivery to production trouble-free. The system now enables one man to unload and store 110,000 lb of raw material in less than three hours.

Need Arises

An expanding production schedule made it possible for The Climalene Company, Chicago manufacturer of detergents and cleaning compounds, to take full advantage of bulk material prices. However, with the increased flow of raw materials into the plant, handling operations had to be modernized.

Climalene devised a handling system centered around a 20-ft

tunnel. The company dug a pit 6 ft wide and 7 ft deep, extending from the basement outward underneath the switch tracks where all hopper car shipments of bisulphate of soda and tri-sodium phosphate are received. The tunnel has concrete walls.

Drop from Car

Chemical compounds fall from the rail cars into a small hopper which is located in the plant basement underneath the rails. During the summer, conditions of heat and humidity often cause chemicals inside the cars to cake and hinder unloading operations. Climalene uses a small automatic car shaker to counteract any caking.

Dumped in Bin

From the hopper the material is emptied into a specially built sift-proof bin and transported by an electric fork-lift truck. The truck operator can control the flow of chemicals very easily without leaving his truck by regulating a slide gate at the bottom of the receiving hopper. It is operated by an air cylinder. The lack of turning space makes it necessary for the truck operator to back out of the tunnel.

Bin Handling

Metal pallet boxes are loaded in approximately two and one-quarter



Materials are received and stored in specially constructed pallet bins

ter minutes with between 1600 and 2200 lb of raw materials, depending on material density. They then are stacked three high in one of three temporary storage areas in the basement before removal to the automatic feeding bin. The industrial truck is equipped with a revolving-carriage fork attachment which permits it to dump the bins, taken from storage, into the automatic feeding bin. This automatic feeder is connected to a bucket hoist which lifts the materials to a second-floor production area where they are processed, packaged, and then sent to the first floor via conveyor.

Storage Area

At the first floor, the packaged chemicals are either stored or immediately placed in carriers for shipment. The finished product storage area is directly adjacent to both the rail and truck docks.

Because of floor-load limits, the company does not use fork trucks on the first or second floors. However, outgoing shipments frequently are handled on pallets. Unit loads are made up by workmen stationed at the end of the roller gravity conveyor that carries packaged goods from production. When a pallet is filled, it is transported by walkie-type pallet truck to the highway dock, an extension of the rail dock. There the loaded pallet is placed on a truck or trailer for delivery. •



Computer Inventories 200 Company Warehouses

**Inventory is keyed to sales and production
through the central office of this packer**

INVENTORY is keyed to sales, and production from widely scattered sources is directed through a new central office at Chicken of the Sea, Inc. The office has as its foundation, a high-speed punched-card system and Remington-Rand electronic computer.

In selling, the company works through brokers but bills customers direct. In 1955, more than 4½-million cases were sold to more than 10,000 customers through more than 150 brokers. For every customer there is in the tabulating department a set of name and address cards. When an order is received, this card is pulled. Product cards also are pulled. These are placed with a card containing shipping instructions, a card for freight charges, an invoice number card, and a "swell allowance" card.

Two summary cards also are pulled. One is for use as an

accounts receivable card and the other is for computing brokers' commissions.

Assembled, these cards are fed into the punched-card electronic computer. The computer sets in its memory storage the invoice number and buyer's number, and sets up a code for the commission rate.

Sales and inventory reports are produced from the invoice cards. These are totaled at the end of the week to give sums of products sold. At the end of the month, an inventory balance card is taken for every item in every warehouse in the country. This is collated with all assignments made to warehouses and all items sold to determine the new inventory for each warehouse.

This ability to keep close control over inventory in about 200 warehouses throughout the country gives Chicken of the Sea a current picture of demand. •

He's Ready for Promotion

Are you having trouble selecting the right man for a promotion?—try

SELECTING the right employee for the right promotion, particularly when there is a choice, can be one of management's most difficult jobs. The employer must carefully weigh all factors, including the good of the company, fairness to individuals, seniority, etc.

To make the job easier, a number of executives have turned to the promotion check chart shown below. Each factor is checked on the chart in one of the three columns—positive, neutral, or negative. Two points are scored for a positive check, and one for a neutral. Negative checks are not counted for or against the employee. Here is the list:

1. Turns out high quality work on a day-in-day-out basis.

By Ernest W. Fair

2. Constantly improves his knowledge of the industry.

3. Handles average problems without constant supervision.

4. Cheerfully accepts his share of unpleasant tasks.

5. Is good at routine; can follow established patterns.

6. Does not resist changes in work routines.

7. Has the ability and desire to learn new methods.

8. Demonstrates orderliness.

9. Possesses adequate knowledge of job details.

10. Shows an interest in promotion and advancement.

11. Requires a minimum of instruction for most assignments.

12. Can think things out; does not need detailed explanation of all jobs.

13. Shows no inclination to "soldier" on the job.

14. Has a good record of past work performance with the firm and on previous jobs.

15. Takes good care of his personal health.

16. Has a record of a minimum of errors of judgment.

17. Can do every regular assignment without close supervision.

18. Does not give alibis or excuses for failure to do his work.

19. Has a general attitude of cheerfulness.

20. Shows seriousness at his work with a minimum of "horse play."

21. Does his job without physical or mental strain.

22. Demonstrates patience with others, both those above him and at his own level.

23. Is able to prorate his energies throughout the day to perform at top efficiency all through.

24. Demonstrates a positive interest in the business.

25. Demonstrates loyalty to the firm.

26. Knows how to get along with supervisors.

27. Is able to concentrate on a given problem and solve it in a minimum of time.

28. Seeks and does additional tasks connected with his job without their being assigned directly to him.

29. Is respected by the men and women with whom he works.

30. Can stand criticism from superiors and fellow employees.

31. Is usually cheerful.

PROMOTION CHECK CHART			
Number	Positive (2)	Neutral (1)	Negative (0)
1			
2			
3			
48			
49			
50			
TOTAL	___ x2 = ___	___ x1 = ___	P plus N = ___

When . . .

this check list

32. Willingly conforms to the company rules set for employee conduct.

33. Does not become flustered or embarrassed easily.

34. Has personal long range plans for his career.

35. Keeps personal problems from his job.

36. Is willing to accept responsibility when things go wrong on the job.

37. Does not "socialize" on company time.

38. Is settled in his personal life away from the job, and in relationships with others.

39. Is able to work with and get along with both sexes both among employees and customers.

40. Has no fixed prejudices.

41. Has learned all of the basic fundamentals of his present job, and shows possibility of doing so easily on the job under consideration.

42. Has full appreciation of the principle that the firm must make a profit.

43. Lives within his means and successfully manages his money problems.

44. Has the necessary background and education to handle the new job.

45. Has developed good outside interests to offset possible job tensions.

46. Willing to help others who lack his own capabilities.

47. Has self confidence and assurance both on and off the job.

48. Refrains from obvious "apple polishing."

49. Has expressed confidence in the firm.

50. Has shown no signs of unstableness. •

Why Work Stacks Up

When the work backlog gets too heavy, time is wasted and efficiency is sacrificed; but you can take steps to remedy the situation

ONE of the most frequent of all business complaints is the constant backlog of work at the clerical or office end of the operation.

Avoiding such pile-ups calls for overall planning of routine, an efficiency attack on the entire operation rather than on a single point, and a constant guard against situations which might encourage further pile-up.

In most cases the problem comes up regularly or at intervals through one or more of the following situations:

Unequal Work Volume—One season of the year, one day of the week, or even one daily mail delivery may be heavier than others. In such cases you have little control over the cause; but you can take steps to level off the unequal work load that follows.

The ideal solution to this problem is a fluctuating labor force. Of course this is not always possible, and even when it is possible, on-again-off-again workers do not make for an efficient office. By carefully charting peaks and depressions, however, it often becomes possible to hire part-time workers on a scheduled basis.

Other companies establish a point midway between peak and valley, and hire enough people to comfortably handle the job at this level. In peak periods, of course, the staff works under stress; but they relax somewhat in low-volume periods.

Still another plan calls for the separation of a peak load into that which needs immediate action, that which can be put off for a day or two, and that which can be postponed indefinitely.

Poor Material Flow—Unregulated flow is a problem, particularly in small offices. The idle employee wastes time in waiting for work, then wastes more time and loses efficiency when the work load goes up suddenly. The obvious solution to this problem is better planning and scheduling.

Poor Job Assignment—Strict adherence to set routines and chores usually is a poor policy. The employer should be able to shift his personnel to meet emergencies in different sections of the office. Also, an analysis of personnel and jobs they perform can help in this area.

Lack of Information—Routine information buried in the files often hamstring an entire office while a search is made. If reference material is filed and indexed, simple instructions to the clerk will eliminate wasted time. Organizing such material before the assignment is made also helps.

Interruptions—Visitors improperly handled, idle chit-chat, personal telephone calls, personal errands on company time, a sick employee who should be home resting, laziness and soldiering, all contribute to uneven work loads. •

A Traffic-Manager View Of Traffic Solicitors

Traffic representatives, from the TM viewpoint, can be either a help or a hindrance. What the TM wants is more on rates, routing; less social talk

THE TRAFFIC representative, sales representative, commercial agent, freight agent, traffic agent, freight salesman, or solicitor is the principal link between a carrier and his predominant source of business—the traffic manager.

From the carrier's viewpoint, the traffic representative's major responsibility is the securing of both in-bound and out-bound freight.

From the traffic manager's point of view, he can be either a helpful partner or a hindrance in the complicated work of distribution.

The main areas where a representative could be most helpful to the TM are the following:

Knowledge of products — He should know the general commodities shipped by a firm. Knowing this, he can give essential information on impending changes in rates or routings. Such data can be very valuable to the traffic manager. Changes might affect the company's product cost or customer service. The carrier's traffic department should be ready to back up the representative with facts when he needs them.

Trained in operations — He should be well trained in the operating procedures of his own company. This knowledge is essential if he is to answer questions on routes or routings, pickup or delivery, normal delivery time, and handling procedures.

D. W. Spare
*Traffic and Distribution Mgr.,
The National Drug Co.,
Philadelphia*

Serve as expeditor—The agent should make a sincere effort to expedite an important outbound shipment or trace an overdue inbound shipment. He should perform this service himself, not merely refer the TM to a name in the carrier's office.

Investigate complaints—The solicitor should accept complaints of poor service or poor handling without offering an alibi. Maintaining an open mind, he should investigate and report the facts. The steps being taken to improve or prevent additional complaints should be reported to the TM.

The traffic manager, not knowing all the answers in his own field, does not expect the representative to have all of them at his fingertips. However, he respects the agent who frankly admits not knowing the answer but who can secure it by calling the home office. When this is not possible, the agent should be able to supply an answer the next day.

Some representatives are unnecessary nuisances from the TM's viewpoint. Here are some top complaints:

Criticizes rivals—Criticizing rival carriers as unworthy opponents is a sure way for the agent

to harm the carrier he represents. The never ending arguments between modes of transportation is tiresome, repugnant, and discreditable. If this energy was directed to promoting his company, both the shipper and carrier would benefit.

Demanding his share—Demanding a share of the traffic manager's freight is another unnecessary maneuver. It marks the representative as untrained in human dealings. The TM recognizes that the freight solicitor is supposed to do a selling job, not conduct a commanding action.

Holding social hour—The representative's call is to sell freight services, not to discuss general topics of the day. In addition, magic tricks, photographs, rumors, and gossip are things a traffic manager can do without. The theaters and television supply most of his entertainment; traffic clubs or social clubs give him his quota of gossip.

Customer routing orders—When delivered by the carrier's representative, the customer routing order also is an annoyance to the traffic manager. The TM knows the right of his customer to request shipment via a certain carrier. He always will try to comply with reasonable requests. However, he feels that this should be made direct to his company, not through a carrier. Most routing orders coming from carriers are secured from personnel such as shippers, receivers, or clerks in the customer's plant. They may not have the authority to order these routings. Many are secured for personal gain rather than for company benefit.

Going to the boss—The traffic representative who threatens to or goes to higher management to complain when the traffic manager has used another carrier is due for a setback. He will hurt his company and his own reputation among all traffic managers.

The majority of traffic representatives are helpful partners. However, some carriers do not choose their representatives with the care they should. As a result, the "nuisance" representatives are hindering the traffic manager in an important phase of business—the distribution of goods. •

... Radio

Continued from Page 43

foreman wants to address all personnel at once, he presses the paging key on his console and talks into his microphone. The checkers too, when circumstances require, can page personnel.

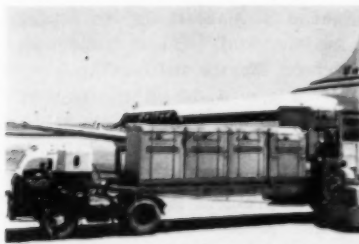
Some of these freight house loudspeaker systems are rather extensive, consisting of scores of paging and intercom loudspeakers. However, the complexity of the system does not increase in proportion to the number of speakers. For example, when talk-back loudspeakers are added, it only means an additional key on one or more of the control consoles. Additional paging loudspeakers are merely paralleled across the speaker feed lines through matching transformers.

The same techniques are applicable to truck terminals.

Complex as these combination paging and intercom loudspeaker systems seem, they nevertheless are quite simple. The system, for example, can be made up of packaged units to which additional speakers and control positions can be added in the future. The control console is an overgrown office intercom built for more rugged service. The built-in loudspeaker often doubles as a microphone although a separate microphone may be used when desired.

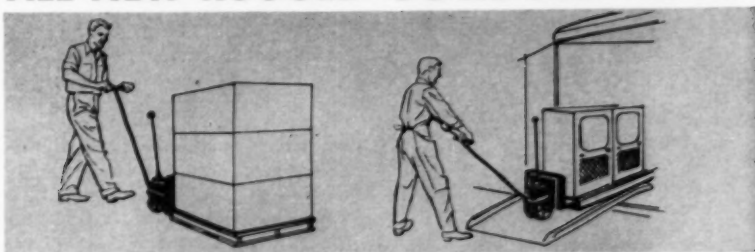
(Resume Reading on Page 44)

New HHG Container



United Air Lines and North American Van Lines introduced the new air-van pack, which utilizes strong light-weight cartons for shipping household furnishings, at Denver, Col. The combined use of van and air shipping over long distances reduces time en route

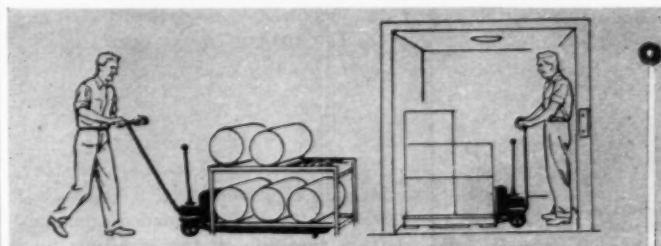
ALL NEW RUGGED COLSON TRUCK



FOR EFFORTLESS PALLET ENTRY



HANDLES 2500 LBS. EASILY



STEEL WELDED THROUGHOUT

**DOLLAR FOR DOLLAR...
THE BEST
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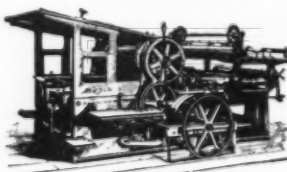
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... U. S. Ships

(Continued from Page 36)

loaded pallet is automatically discharged onto another 7-ft section. From this it is taken by a 4000-lb electric fork-lift truck. Once a pallet has been started on its way, pallet-actuated switches prevent succeeding pallets from advancing until the leading pallet has cleared.

A question regarding the type and size pallet used, brought the reply that during the experimental tests with the equipment, they had used their regular 4 x 6-ft stevedore pallets. However, they had found that any broken bottom boards interfered with the chain conveyor's action. They have now adopted a "warehouse" pallet of the same size—one with the stringers set flush with the ends of the deck boards.

"But we are going a step further in this matter of pallets. At present, the spaces surrounding the conveyors on C Deck are used for storage of general cargo. Because we can't remove loaded pallets from the side of the conveyor by fork-lift truck, we have to bring cargo for stowage on this deck through another sideport. If tests prove that we can use four-way pallets successfully, we intend to handle the cargo on this deck with a fork-lift. You see, the primary purpose of this whole setup is to handle commodities intended for storage in the refrigerated compartments on D and E Decks of Hatch No. 4 and in the same locations in Hatch No. 3, plus in the latter's hold.

"We have 69,000 cu ft of space for such items as fruits and vegetables, which require temperatures ranging from 52 down to 25 deg Fahrenheit. In the hold compartment, we have 12,000 cu ft where we can store such products as meat and fish at temperatures as low as 10 deg below freezing.

"Although we keep the loads for these hatches within the 4000-lb limit of the lift truck, the elevator has a lifting capacity of 10,000 lb so that we can transfer the truck freely from deck to deck. When we do not have sufficient refrigerated cargo for these compartments, we shall use them for dry cargo. If we find that the four-way pallets are practical, all operations in these two hatches will be handled by fork-lifts."

At this point came the question which invariably is asked about any new materials handling method: "What man-hour production do you expect with this setup compared with your former method of handling such commodities?"

"That I can't answer," the terminal manager said. "We know that this new procedure is safer as far as personnel is concerned. We also know that the products will be handled with greater care and be placed under refrigeration more promptly.

"Further, we know that the units are rated to handle 40 pallet loads per hour and we have figured out how many men will be needed to operate it efficiently. But—and this is the crux of the matter—we have not as yet been able to reach agreement with the union on the number of men to be employed for this operation. And this brings us back to the subject we were discussing earlier. Let's go into it a little more in detail.

"This seems to me to be the time to do some straight thinking and to take some positive action regarding the whole subject of marine cargo - handling. The new *Santa Rosa* and the new *Santa Paula* are the first ships built under the U. S. maritime industry's multibillion dollar fleet replacement program. This places a challenge before the entire industry: To be sure that these new vessels will represent the most advanced thinking available today to insure a modern and efficient American Merchant Marine in the future.

"It is easy to blame the lack of progress in the industry on labor by saying they will oppose all advances in mechanization. Personally, the problem is not this simple, nor is this attitude realistic. It is, unfortunately, a human characteristic to resist change. But, in spite of this, dramatic changes are being made in American industry today. Even in our own field, we can think back and recall that fork-trucks were working on piers be-

fore many other industries knew there were such machines—and labor has taken them and other isolated improvements in stride.

"Automation is spreading rapidly in many industrial plants and automatic inter-floor conveying systems, which are similar to those designed by Gifford Wood for these new ships, have been installed on our piers for several years. In fact, if you have been following the situation closely, you know that some forward-looking labor leaders recognize that, more and more machines will take over the work of human muscles; and that these moves will, in the long run, benefit our economy and, with it, the workers of industry.

"Don't think for a moment that I expect improved methods for handling cargo will be brought about by the wave of a wand. In many respects, the problems of our industry are unique. Take, for instance, the question of containerization. We are well aware of the advantages to be gained by this method of shipping. Our Research & Development Department is continually working on such a project. However, there are still innumerable problems to be resolved; such as, custom's requirements in various countries; physical handling to and from ports, both here and in South America; return of empties; etc.

"We are all currently working on certain phases of the cargo-handling problem and each of us is approaching specific situations as they arise individually. The problem is one which calls for concerted industry action along broad lines.

"The whole question of ship design and equipment modernization is one which calls for continuing restudy. Then the golden opportunity presented by this replacement program may be fully realized through making possible the improvements in cargo-handling, which advances in mechanization have made available to us. And, finally, management and labor should get together to develop a broad plan covering both the acceptance of new methods and also a program for easing the impact on employees." •

(Resume Reading on Page 37)



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A Big Port . . .

(Continued from Page 33)

proving access roads, rehabilitating old docks, and purchasing right-of-way and spoil areas for future channel modification and a bulk materials handling plant.

Distribution Network

The Port also boasts an excellent physical distribution network, including transportation and public warehousing facilities. Six trunk line railroads serve the area. They are Rock Island, Fort Worth & Denver, Missouri-Kansas-Texas, Missouri Pacific, Santa Fe, and Southern Pacific.

The six lines combine with the Navigation District to form the Port Terminal Railroad Association. PTRRA provides switching to and from main lines.

Being directly connected with the Intercoastal Canal, Houston provides barge service along the Coast and up the inland waterway system. An average of 12,000 barges carrying 12 to 15 million tons of cargo call at the port annually.

Some 35 motor freight common carriers have facilities in Houston, and another 25 specialized carriers are available. The eight major airlines which call at Houston International Airport include American, Braniff, Continental, Delta, Eastern, National, Pan American, and Trans-Texas.

Houston claims its public warehousing facilities are second to none. More than 30 warehouses provide millions of square feet of general merchandise, refrigerated, and household goods storage space.

Terminal Facilities

Much of the Port activity centers around five for-hire terminals. Four are privately owned, and the fifth is owned and operated by the Harris County Houston Ship Channel Navigation District. The Navigation District terminal, with berthing space for 20 vessels, includes 9582 ft of shipside space, 1.23 million sq ft of covered area, and 836,514 sq ft of open yard storage. Total rail car working capacity for all wharves is 775, and rail storage capacity is over 17,000 cars (including Houston Belt & Terminal, New Settegast Yard, and Englewood Gravity Yard).

Navigation District facilities also include a public grain elevator with a capacity of 3,500,000 bushels. With available equipment, it is possible to unload from 110 to 120 cars in 10 hours, or to deliver a combined total of 80,000 bushels per hour to two ships. Twelve mechanical grain trimmers are in use at the elevator as well as other major equipment, including two car dumpers and seven hopper scales of 150,000-lb capacity. A modern grain truck dumper can unload up to 10 trucks per hour.

Largest of the privately operated for-hire terminals is the Long Beach Docks of Houston Wharf Co. This wharf-type structure, with an eight-vessel berthing capacity, parallels the channel for a distance of 3428 ft. A double track runs along 2528 ft, and a single track for the other 900 ft. The terminal

Circle No. 9 on Card, Facing Page 51, for more information

offers more than 32 acres of covered storage area. More than 200 rail cars can be loaded or unloaded simultaneously, and an adjoining concentration yard has a 600-car capacity.

Another for-hire terminal is operated by Manchester Terminal Corp. Its 1600-ft dock can berth four vessels. Manchester has 1.42 million sq ft of covered storage space, and 16 acres of open storage. It is served by one marginal track, two outside tracks behind the docks, and leading tracks to all other facilities.

The Sprunt Corp. (two vessels) has an 800-ft wharf with 115,000 sq ft on the first floor and 61,200 sq ft on the second floor. Phillips Terminal Co. (Adams Terminal) can accommodate five vessels along its 2600 ft. This terminal specializes in import and export bulk cargoes.

Three for-hire barge terminals—Houston, Byer's, and Southern—provide space for 15 barges. In addition to the for-hire facilities, private industries operate terminals with space for 45 vessels and 32 barges.

All public and private docks are equipped with modern handling equipment, including light and heavy-lift cranes, industrial trucks, car dumpers and shakers, mechanical trimmers, conveyors, elevators, etc.

The Future

Houston's future, and the Port's future, look good. The city has built an industrial empire on its resources of salt, sulphur, lime, oil, natural gas—and the deepwater channel to the sea. Petroleum, chemicals, and metals are the big industries, and there are indications that they will get even bigger.

In a recent interview, Jerry P. Turner, Port general manager, took a 40-year look into the future. "By the year 2000," he said, "Houston should be a city of 2½ to 3 million people, with a port handling more than one million tons of cargo a year."

There aren't many people in Houston who will dispute Mr. Turner's optimism. •

(Resume Reading on Page 34)

Turntable Saves Space



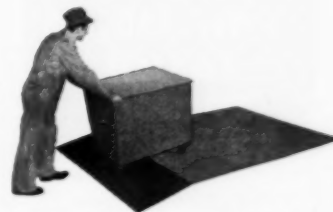
A steel turntable eliminates the usual jockeying necessary in tight quarters at the new Life and Casualty Tower in Nashville, Tenn. The 30,000-lb capacity table makes an 180 deg turn in 30 seconds. Wall panel of stop and start buttons is operated by the drivers

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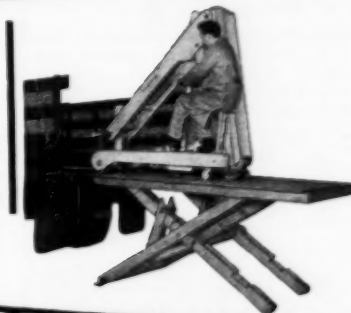
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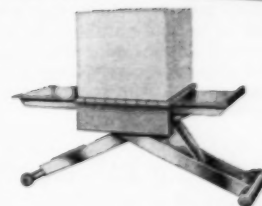
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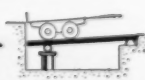
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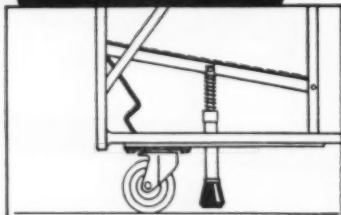


TRUCK LEVELER

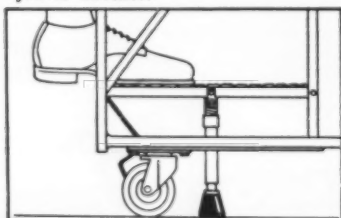
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Circle No. 11 on Card, Facing Page 51

...Multi-Purpose Lifts

(Continued from Page 55)

Another operation where a fork truck attachment proves its worth is in the unloading and inventorying of heavy rolls of 6 ft linoleum. A linoleum carrier attachment is used here. This device, designed by Morley Brothers, slips right onto the mast.

It allows a lift truck to run right up to rolls standing on end, tip the rolls forward, and then pick them up with a toe plate—without manual handling. Thus, the rolls are carried in an upright position.

A typical unloading operation in a railway box car involves five steps.

Three rolls are manually rolled several inches away from other rolls. This is done so that the lift truck can run up to the rolls and tip them forward, while the linoleum carrier's toe plate slips under them. Next, the rolls are raised from the floor.

This segment of the operation completed, a second employee makes certain that each of the rolls is in its proper curved slot on the carrier. He attaches a chain across the rolls to hold them in place.

Then the operator drives out of the box car and travels to the roll storage area. Another worker removes the rolls manually, and slides them into position. The rolls are stored on end, just as they are transported by the fork truck.

Rolls with 14 in. or less diameters are handled three at a time by this attachment. These particular rolls account for some 95 per cent of Morley Brothers' volume. Larger rolls are handled two at a time.

As orders normally require only one roll of a pattern, the company uses a one-roll capacity hand truck for filling orders.

This roll-handling attachment, like the boom, is removable. With the attachment off, the conventional forks are used to handle palletized loads of regular-sized containers.

Normally these goods are re-

ceived on pallets or are palletized upon receipt and carried to their appropriate storage area by a fork lift. The lifts stack them to heights of as much as 18 ft.

Trailer Trains

The company gets even more mileage out of its fork trucks by using them as tractors in tractor-trailer trains. In a typical situation, a 2000-lb capacity truck might be carrying a palletized load on its forks, and at the same time hauling four loaded trailers. The average total weight of such a load would be approximately 5000 lb, or more than twice the rated capacity of the fork truck.

This tractor-trailer system is used for dispersing incoming shipments to various stock rooms, where some goods are manually stored and others are high stacked.

The system also figures prominently in shipping operations. Many orders for bulky items are picked directly with a fork truck and assembled at designated areas on the shipping dock. Orders for items are picked by hand and assembled in the various departments on the trailers. These trailers then are attached to the fork truck and hauled to the shipping dock, where they are deposited in designated areas.

Pallets used throughout the entire warehouse are a standard 40 x 40 in. type. Wherever possible, goods are palletized.

A Smart Move

Prior to the purchase of electric trucks, Morley Brothers utilized two- and four-wheel hand trucks as well as overhead and platform hoists. Savings created by the present system have been substantial. Not only do the fork-trucks make for better utilization of available space, but handling time has been reduced.

Stand-drive forks were selected because of the ease of getting on and off. Another reason was that they offer good visibility.*

(Resume Reading on Page 56)

Transportation . . .

(Continued from Page 39)

ness are some characteristics which often create additional traffic problems which the traffic department must solve.

12. Whether the company's sources of supply and market areas are extensive or distant. Local shipping as distinguished from national and international shipping and receiving has its effect on the status of the traffic department.

Controllable Cost

Some of the complexities and problems facing an industrial traffic department are touched upon above. As a consequence, it can be said that an industrial traffic manager is in command of one of the few remaining controllable costs in the corporate budget. Tremendous savings and enlargement of market areas are often possible where efficient, up-to-date transportation control techniques are employed.

Cooperation and coordination are

often the keys that open the door to greater recognition for a traffic department within an industry. Getting the most for the transportation dollar takes close coordination between the traffic department and practically all other departments within the company. The traffic department can render many valuable services relating to transportation which are only indirectly concerned with the daily movement of shipments, but which involve serving in an advisory or service capacity. (See table.)

The traffic department's relation with the accounting department, for example, depends on supplying statistics on shipping and transportation costs, auditing of freight bills, handling of credit arrangements with carriers, and other joint traffic-accounting responsibilities.

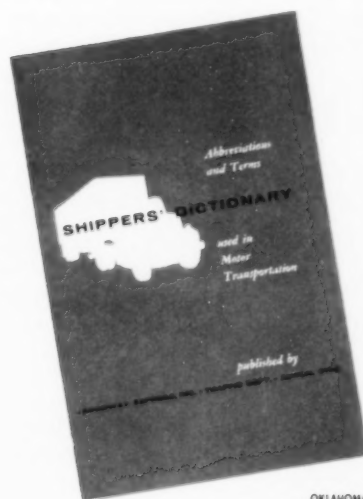
Executive and administrative management should also be able to

rely on the traffic department for assistance in selecting sites for new plants, in expanding plants, and in transporting company personnel.

In other words, the traffic department should be able to give competent advice at the planning stage. It can contribute its data on transportation and traffic to the fund of information which is accumulated for consideration. But it must be understood that this concept of enlarged service functions or the advisory capacity of the traffic department is an empty idea when the traffic manager is not of executive caliber or when he lacks the authority or means of communication necessary to perform these functions.

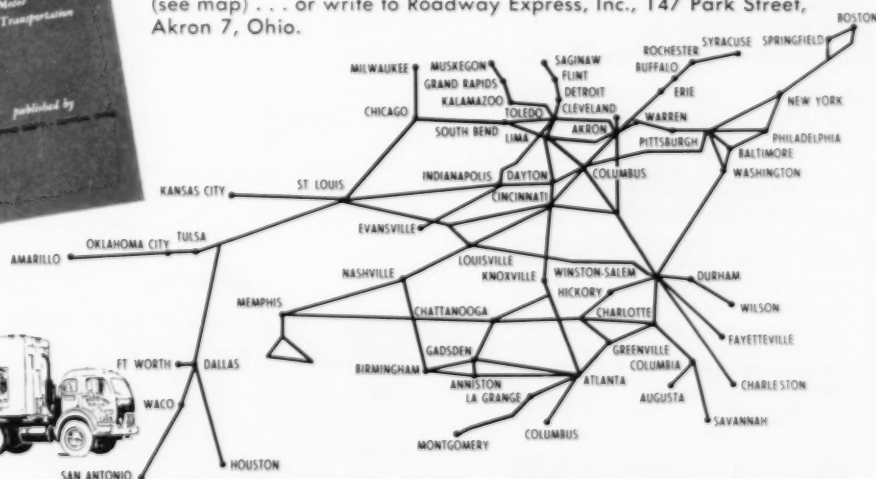
It has been said that top management must establish complete integration of the various major aspects of industrial activity—purchasing, transportation, production, and sales—so that at no time will these major elements of industrial operation be doing anything other than pulling as a complete and harmonious team. •

(Resume Reading on Page 40)



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Automated...

(Continued from Page 41)

with matching accumulation dollies marshalled in truck-lots at the shipping dock, loading becomes a matter of seconds. Fig. 2 is a plan view of how a fully automatic shipping-receiving dock or freight transfer station will operate.

In this arrangement, there are two accumulation lines (one at each end of the dock area); two double-width staging racks; two single-width staging racks; four double-width major racks; and seven single-width major racks. Staging racks are those pitched toward the dock; major racks are those pitched away from the dock. Pitch is indicated by the arrows.

As a loaded trailer backs up to the dock, a hydraulic lift elevates slightly the front end of the trailer. This provides a roll-through gravity feed for trailer unloading onto an awaiting accumulation dolly. The loaded dolly, which is

naturally pitched away from the dock, is then moved to one side, clear of the trailer opening. If this load is to be transferred in total to another trailer, the load is held on the dolly. Otherwise, the automated pallet transfer machine is scheduled (through a punched tape control) to unload the dolly.

While this unloading operation is going on, a second accumulation dolly, this one ready with a truck-lot load (see top end of dock, Fig. 2), is positioned behind the open trailer. A hydraulic lift on the dolly provides reverse pitch for gravity feed of the load into the trailer. The trailer front end, of course, has been lowered back to normal level position. This operation makes possible a standard turn-around time of about five minutes.

Pallets unloaded from accumulation dollies are moved by the transfer machine into one of the major racks. As these items are scheduled for an incoming trailer, they are marshalled into truck-lots on one of the staging racks by the other transfer machine. From the staging racks, the transfer machine loads the pallets into the appropriate accumulation dolly. Then the cycle of unloading and loading repeats.

A suggested alternate method of loading and unloading truck-trailers is illustrated in Fig. 1. Here the accumulation dolly is provided with a powered cable-winch which can move wheeled pallets from the dolly into or out of the trailer.

Kit handling of rail freight poses a problem not inherent in motor freight. The accumulation dolly principle is based on straight-through movement of wheeled pallets, while railway cars are traditionally designed for side loading.

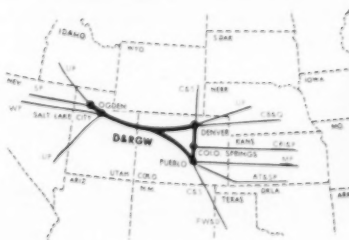
There are two potential solutions.

One utilizes the side-loading car. It must be modified to include rails to accommodate the standard transfer machine plus a 3-cell wide racking system as shown in Fig. 3. The other involves complete redesign of the freight car to adapt to the rail-and-wheeled-pallet concept.

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A third possible method is the use of piggyback to transport a rack-fitted trailer. It is possible that there always will be circumstances where the latter method will be most desirable, but to no greater extent than can be predicted today for piggyback handling of conventional truck-trailer shipments.

Of the two more feasible solutions, the one utilizing existing equipment (Fig. 3) is the most logical. With side-loading, it is not practical to utilize accumulation dollies. It will be best to run the standard transfer machine right into the freight car as shown in Fig. 4. The transfer machine will have to be of special design, with telescoping superstructure that can lower to enter the car then raise again inside.

The three-transfer-machine arrangement shown in Fig. 3 is typical of the storage rack, dock, and transfer machine relationship required for side-loaded freight cars. One machine moves directly into the cars, while the other two must change direction in moving

from storage racks to the cars. The center car has been cut away in the illustration to show how the pallets are rolled from the transfer machine to the racks within the freight car. Once the racks are filled, modified caster-wheeled accumulation dollies can be rolled in to minimize the loss of space in the center of the car.

The second feasible solution suggested is more practical from a materials handling point of view. This proposal is redesign of railway freight cars to permit end loading. Obviously, more than pure materials handling considerations are involved in such a proposal. Complete revision of railroad standards would be necessary. It is unlikely that such an aggressive move would be made by a single railroad without first having government and industry sanction.

Should the railroads decide, however, that freight car redesign is the solution, the new cars would evolve as end-loaded units in which no space sacrifices would

(Please Turn Page)

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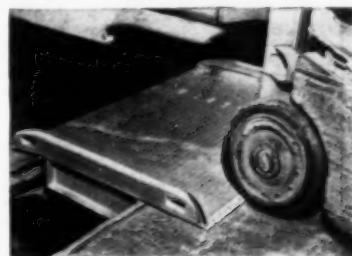
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SEPTEMBER 1958

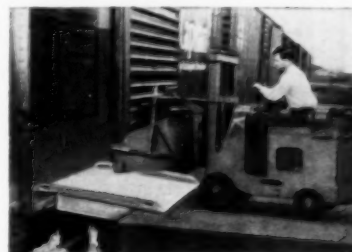
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Automated...

(Continued from Preceding Page)

have to be made. These cars would approach the dock at a 90-deg angle in a manner similar to trailers. A hydraulic lift gravity feed, a powered cable drag, or a transfer bar mechanism would transfer the wheeled pallets from the accumulation dolly to the modular cell racking system within the car. With this system, a total loading and unloading cycle will require about eight minutes. Racking system capacity in a freight car will, of course, exceed that of a motor freight trailer system.

Another new set of problems is introduced in kit handling of marine shipments. A marine system requires integration of transfer equipment between ship and truck-trailer and between ship and freight car.

Although shipping and receiving docks will load and unload directly into surface vehicles, there are few plants where the same will be true of ships. Shipments therefore must be transferred to or from trailers or freight cars.

In the automated concept, the ship's hold becomes a floating reserve storage warehouse. It contains a honeycomb of racking cells for live storage of unitized wheeled pallet loads. Rails may be sloped for gravity feed, or a transfer bar or cable-winch mechanism may be used for unloading.

The ideal arrangement would be to use a waterfront reserve storage warehouse. Rail and motor freight shipments would be received here and transferred into the warehouse racking system. When ready for marine shipment, the pallets would be withdrawn from the warehouse by an automated transfer machine onto rails which take them to the edge of the dock. From here they would move up an adjustable ramp. More rails would take them into the hold where a transfer machine could deliver them to a pre-determined location in the sloped racking system within the ship's

hold. The total operation will require only seconds per pallet. Unloading is similar.

Loading and unloading from deck level is no problem. The procedure is identical, except that elevators would have to be used in the hold and possibly on the dock.

As with marine shipping, kit handling of air freight will require integration of racking systems with ground carriers. In addition, weight considerations assume greater importance.

Wheeled pallets for air shipments would be of aluminum or magnesium. Package design for maximum cube utilization will be given extra attention.

Portability of transfer equipment also is important. Simple rail devices to move pallets from plane to truck or from truck to plane will have to be developed. It will be necessary to equip them with wheels for towing or pushing. Or, they may be provided with their own integral power plant, which would make it possible to drive them to and from the plane like a vehicle. This might be the most practical arrangement since it is likely that an elevator mechanism of some kind may be required for loading many of the future aircraft.

Use of the rail-and-wheeled-pallet concept for air freight loading and unloading would minimize the required time cycle.

These concepts are largely dreams. Yet, the idea of a vast network of inter-related systems utilizing wheeled pallets and recessed rails contains more than a measure of practicality. The fully automated reserve storage warehouse system is already a reality and some of the other related systems are now in the prototype stages.

Adoption of the concept on a mass scale, of course, will take time. It will start as all trends start—an installation here, an installation there. The greatest gains will accrue to those companies and individuals who first put the concept to the test.

The producer of warehousing and materials handling equipment, to benefit from the new concept, will have to make adjust-

ments, too. And by that is meant not merely a whole new set of design and engineering principles for his product development programs, but a new marketing concept as well. The materials handling equipment producer must begin to use a more diverse approach. He must begin to think in terms of full integration of his equipment with the total scheme of production and transportation as well as storage. In addition, equipment is more likely to require custom design to meet specific needs.

The rail-and-wheeled-pallet concept creates a complex situation. The materials-handling equipment must be capable of integration with other equipment used in an adjacent function, and at the same time must be sufficiently custom in nature to meet individual customer specifications.

To the producer of truck-trailers, freight cars, cargo ships, or cargo aircraft, the potential is obvious. The design changes required present the forward-looking manufacturer with an opportunity to show what advanced

engineering and imagination can produce. Highway carriers, railroads, airlines, and steamship lines surely will be intrigued by the quick turn-arounds.

The next 10 years should go down in history as the years of the "materials handling revolution." This does not mean, however, that the adoption of the rail-and-wheeled-pallet concept will obsolete every other materials handling function. The new concept requires that the products involved meet certain conditions. The formula's scope is broad enough to include many items. However, there always will be materials handling operations which will not fit and which must be performed by more conventional means.

Where the various conditions can be satisfied, however, the operation will bring greater efficiency, increased speed, and higher productivity in materials handling. It will all begin with the automatic reserve storage warehouse. This is the key to the coming handling revolution. •

(Resume Reading on Page 42)

WORK SAFELY IN HAZARDOUS AREAS ...CUT INSURANCE COSTS

With Underwriters' Laboratories-Inspected

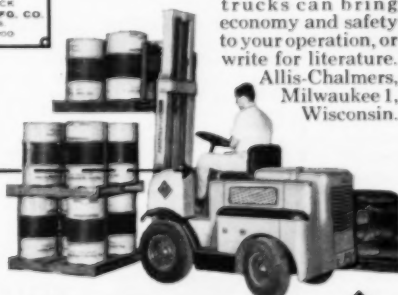
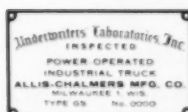
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BH-80

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SEPTEMBER 1958

HOW

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for a Portland
paperhanger*



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*Literary License

Moral: Whenever you ship to the West, ship...



Quick-Print...

(Continued from Page 53)

er's area. The second is attached to the packing list and tacked to the inside of the car. The third is filed at the plant.

Besides showing that products like rods, bars, wire, and electrical conductors were properly loaded, the photographs often are used as a receiving report by the consignee. The plant shipping department also is assisted in perfecting blocking and loading techniques.

Carrier Saves

Gorea's Motor Express, of Utica, N. Y., not only uses one-minute photography for the same reason as Denver-Chicago, but also to economize on truck runs, insuring that each trailer carries a payload.

Gorea's reports that the nearly 30,000 photos made in a year have cut annual damage claims by above 30 per cent. In addition,

thousands of dollars have been saved in operating expenses.

An ltl firm operating about 100 units between seven terminals in upper New York state, Gorea's often ships small quantities of freight, for numerous companies, to the same city in one trailer.

Prior to taking advantage of on-the-spot photography, if dockmen were rushed and an overflow developed, the excess freight was loaded onto a second trailer, partially filling it. Both trailers then were sent to the same destination.

New Fleet



Bos Lines, Inc., of Marshalltown, Iowa, has received 15 highway tractors from the International Harvester Co. Eugene Haffner, (left) Bos fleet maintenance supervisor, is shown receiving the keys from J. E. Walker, who made delivery for IH

Although only one trailer was carrying a payload, Gorea's paid the full cost of two truck runs. Expanded over a 500-mile network, the excess runs resulted in a tremendous boost in operational expenses. It often took several days before supervisory personnel became aware of the situation—too late to correct it.

Gorea's claim department has been using quick-print cameras since 1954. A year ago, the firm decided to expand its use of photography to its payload problem. After schooling for about one-half hour on the use of quick-print photography, dockmen began work. Now they were photographing each trailer's load before the doors are closed at departure and again when they are opened upon arrival.

A comparison of the two pictures shows whether each trailer is carrying a payload. Either the shipping schedule is changed to take full advantage of every truck leaving the terminals, or the dockmen are educated on improving payloading operations.*

(Resume Reading on Page 54)

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THE TRUCK SUPPLIES THE POWER

Model 1208; 8' long by 6' wide. Model 1210; 10' long by 6' wide.

SAVES TIME
Backing truck automatically adjusts long, wide ramp surface... speeds loading. Does away with labor-wasting placement and storage of loose plates.

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The HI-LO is simply lagged to top of present dock. Can't be lost, stolen, or damaged. Simple counterbalance system. No hydraulics, motors, or controls.

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All-Cargo . . .

(Continued from Page 31)

ruinous to civilian freight carriers. Directives of Congress telling the military to reduce its competition with civilian carriers and channel specific percentages of its traffic into commercial air transportation have been ignored, it is alleged. Instead the military has set up parallel air systems.

The all-cargo carriers have proposed several corrective steps:

1. Start an investigation "at the Board's earliest convenience" of air-freight rates and the air-rate structure.

2. Make a decision in the Intra-Area Cargo Case (Docket No. 9258) "without delay."

3. Urge Congress and the Defense Department to "make any legal or policy adjustments required for maximum utilization by the military agencies of the common carrier and charter services of the civilian industry."

4. Review the volume of military charters and the contract awards to see if they have not dropped below the break-even point for the industry.

5. Consider again whether it might not be better to issue permanent certificates to the all-cargo carriers.

6. Ask Congress to make all-cargo carriers eligible for government - guaranteed equipment loans.

7. Set up a staff to continuously review "the progress of the all-cargo carriers during the period of their recovery."

Riddle has boldly put it up to the CAB in these words, "The Civil Aeronautics Act does not intend that the Board stand by in witness of the quiet expiration of the certified all-cargo industry, carrier by carrier . . . (the . . . Civil Aeronautics Board, must provide mail pay sufficient to meet the 'need' . . . it is not a matter of choice for the Board."

The CAB is vulnerable here since in 1956, when it renewed the all-cargo certificates for another five years, it said: "These (all-cargo) carriers are performing a useful public service . . .

and . . . their service is required to exploit our vast untapped cargo potential in the interests of our commercial needs. . . . We would be derelict in our duty if we did not give them as much assistance and encouragement for economic survival as we can within the framework of the act."

No one can predict what the Board will do now but they will have to act fast.

Of course the combination airlines always have contended that a specialized all-cargo service was not necessary and that they were able to provide any service demanded by shippers. They will object strenuously to subsidization of cargo lines and they now seem to be in an "I told you so" position. Certainly combination airline cargo business has continued to grow as they have improved their services, promotion, and sales activities. •

(Resume Reading on Page 32)

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and
Shipping
Men...*



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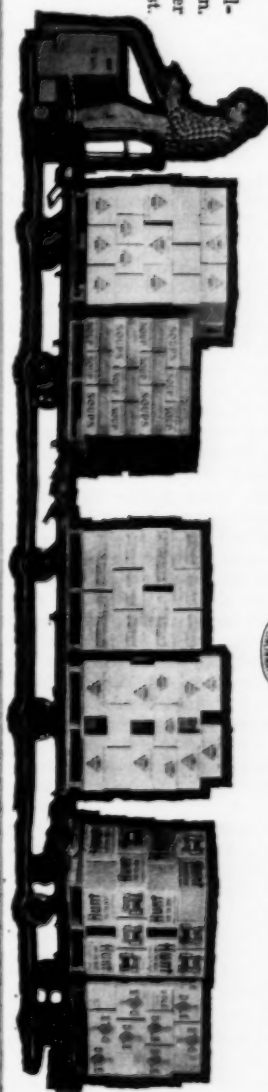
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Circle No. 17 on Card, Facing Page 51

Within the



By Leo T Parker Legal Consultant, Distribution Age

WAREHOUSING

Can the U.S. keep increasing scope and minimums set under Fair Labor Standards Act?

Recently I received a letter from an official of a large warehouse. It said, in part: "I am confused regarding the legal effect of the Fair Labor Standards Act. Can the government keep increasing the minimum wage payments and how far does the law reach? Can the administrator adopt valid rules not included in the law passed by Congress?"

First, it is well to explain that when the Fair Labor Standards Act was enacted by Congress in 1937, the minimum wage was 25 cents per hour. Because of this low minimum wage, this new law was passed without serious opposition. A year later the minimum wage was increased to 40 cents per hour; a year or so later it was increased to 75 cents; and last year it was increased to \$1.

When the Fair Labor Standards Act was first passed it was generally believed to include only employees directly engaged in work involving interstate commerce. Soon the Federal courts began rendering decisions that included all employees both directly and indirectly engaged in work related to interstate commerce. Now the Federal courts say that all employees engaged in storing, manufacturing, and producing merchandise, used in interstate commerce, are within the scope. Employees who assist to transport, store, or produce containers, some of which are used to pack merchandise shipped from one state into other states, are covered by the act. Hence, warehouse employees, including night watchmen, must be paid minimum wages. They must also be paid the overtime specified by the Fair Labor Standards Act. However, it is important to observe that the law exempts warehouses located in farming districts where 95 per cent or more of the merchandise stored in the warehouse is agricultural.

Moreover, the court decided, the administrator, or other government officials, cannot change the law. There-

fore, the Federal courts will not approve arbitrary rules and regulations adopted by the administrator.

For example, in *Warehouse v. M—*, 215 Fed. Rep. (2d) 601, the court construed Section 213(a)(10) of 29 U.S.C. which provides that the Fair Labor Standards Act shall not apply to employees engaged in storing agricultural commodities.

The administrator passed a regulation that employees who work in towns of 2500 or more must be paid minimum wages.

An employee named M— was employed by a corporation in its warehouse as a night watchman. He sued his employer to recover back wages

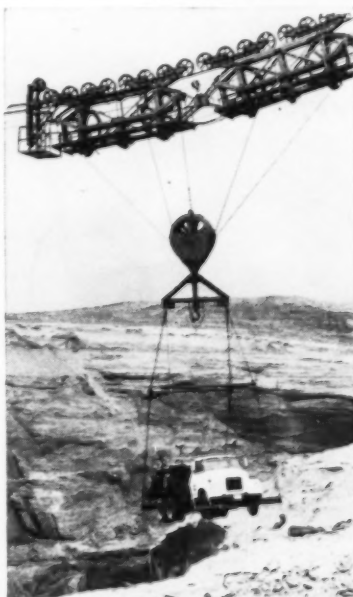
and overtime. During the trial, testimony was introduced which showed that the corporation's warehouse is located in a town in excess of 2500 population. According to the administrator's ruling M— was within the scope of the Fair Labor Standards Act.

The court held that the administrator had exceeded his authority. For further comparison, see *A— v. H— H— F— P—, Inc.*, 922 U. S. 607. In this case the administrator of the Fair Labor Standards Act made a ruling that employees must be paid minimum wages specified by the act if they work in warehouses which employ more than seven persons, irrespective of whether the warehouse or plant is in an exempt area.

The Supreme Court held this regulation invalid. It said:

"We agree with the Circuit Court of Appeals in holding invalid the limitations as to the number of employees within a defined area."

Hoist Spans Canyon



At the Glen Canyon Dam project in Arizona, International Harvester Trucks are lowered by special 40-ton capacity highline to opposite embankments

Can a state law exempt agricultural products in storage from local government taxes?

Last month a higher court held valid a state law exempting stored farm products from taxation.

For illustration, in *U— S— C— S— Corp. v. Board of Assessors*, 84 N. W. (2d) 487, a state law was litigated which exempted from taxation all farm products placed in a public dock, warehouse, or port facility.

The Board of Assessors, however, disregarding the exemptions in the state law included farm products. In fact the board wrote a letter to the M— W— Assn. to the effect that the board would disregard the state law.

The court held the state law valid and enforceable. Also, it held that the owner of the warehouse should have a mandamus to stay irreparable damage. In this respect, the court said:

"We think the statute . . . is not arbitrary. It has a reasonable basis, resting on a real distinction. We do not find that the enacted legislation came into existence in a 'spirit of

prejudice and favoritism.' The question of the economic advantages to be obtained by exemptions is a matter pertaining to the legislature. We conclude that the act is constitutional."

When does a warehouseman show "gross negligence" in the handling of stored merchandise?

A letter from an official of a large warehouse company asks this question:

"I read your writings in a recent edition of *DISTRIBUTION AGE* on the various liabilities of ordinary paid bailees, as warehousemen. Regarding gratuitous bailees, who agree to pay nothing for storage of their merchandise, you state that the bailee never is liable for loss of or damage to stored merchandise unless the testimony proves that the bailee was 'grossly' negligent.

"Now, the important question in my mind is whether or not a warehouseman who stores merchandise without advance agreement that the owner will pay storage charges is a gratuitous bailee. If so, the warehouseman cannot be held liable for loss or damage to stored goods unless the testimony shows that he was 'grossly' negligent, according to your recent article.

"The legal question arises as to what the higher courts consider as 'gross' negligence. I shall appreciate your further explanations of 'the law.'"

First, it is important to know that the courts imply that the owner of stored goods will pay the warehouseman's regular storage charges, unless the storage contract clearly specifies that the warehouseman will make no charges for his services. Hence, only under unusual circumstances will a warehouseman be a gratuitous bailee.

It is well to explain that a paid bailee, as a warehouseman, is expected by the law to use "ordinary" care" to safeguard the stored merchandise. The term "ordinary care" in this sense means that the warehouseman used exactly the same degree of care that the average experienced and prudent warehouseman would have used under identical circumstances.

With respect to the meaning of this statement it is well to know that the Courts have held:

A warehouseman in a large city should employ a night and day watchman (297 S. W. 670, 10 S. W. (2d) 1040); install modern burglar alarm systems (218 N.Y.S. 61); provide proper and adequate fire protective means (292 S. W. 599); also that such warehousemen should use due care to know that his employees have a good reputation, both for honesty and carefulness.

On the other hand, it has been held

that a warehouseman who has a small warehouse in a small town need not exercise such a high degree of care. For example, although he does not employ a night watchman, still he is deemed by the courts to have used "ordinary care" to protect the merchandise placed in storage (117 So. 834).

The higher courts have held that there are two classes of bailees. One is a warehouseman who is paid remuneration for safekeeping the goods, and the other classification includes all persons who agree to take possession and safeguard another person's chattels gratuitously. The latter kind of bailee rarely is liable to the owner for loss or damage to the merchandise; only when the owner proves that the bailee was grossly negligent in safeguarding the merchandise. See (117 So. 46).

In a leading case, for example, the higher court held a bailee not liable for theft of \$10,000 negotiable government bonds left in his care by the owner, named R—. In this case, the testimony showed that the bailee ordinarily left his own valuables and government bonds in an unlocked safe in his office.

Hence, the higher court held this bailee not liable for theft of R—s' bonds which were stolen from the unlocked roll-top desk in the bailee's office.

This court explained that as the testimony showed that the gratuitous bailee was careless in safekeeping his own valuables, he could not be held liable for theft of R—s' bonds, which he likewise carelessly safeguarded.

On the other hand, this higher court explained that if the bailee had received any compensation from

R—, the latter could have recovered full value of the stolen bonds from the bailee. This is so because the warehouseman certainly did not exercise "ordinary" care to safeguard R—s' valuable government negotiable bonds, and if the bailee had been a "paid" bailee his negligence would have entitled the owner of the bonds to a full recovery from the bailee.

Is a landlord liable for "conversion" if he sells tenant's merchandise for storage charges?

The various states have enacted laws giving liens to bailees, as warehousemen, to secure payment of stored charges. Under these laws warehousemen may sell stored goods to secure payment of storage charges. It is important to know that a person, who is not a legal bailee but a landlord, is liable for "conversion" if he sells a tenant's merchandise for storage or space rental charges.

For example, in *G— v. P— Co.*, 88 Pac. (2d) 137, it was shown that the owner of goods, named G—, rented a building for storage purposes. He paid the first month's rental and went into possession of the premises by storing certain merchandise therein. In order to insure the safekeeping of the goods he nailed and otherwise secured all doors and windows to the building with the exception of one door, to which he retained the only key. He failed to pay any rental for the second, third and fourth months of his tenancy, whereupon the property owner addressed a letter to G— notifying him that unless the delinquent rentals were paid in full within two days thereafter all of the goods stored in the premises would be advertised and sold to discharge the indebtedness. G— failed to pay the rental due and the building owner sold the goods.

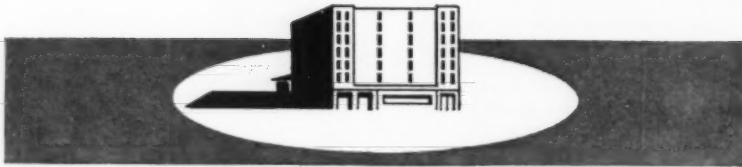
Soon afterward G— sued the building owner for conversion. The latter argued that he could not be liable because a state law authorizes bailees to sell stored goods to recover storage charges. However, the higher court held the building owner liable, and said:

"In our treatment of the case we have regarded the relationship between the defendant and the plaintiff (G—) as one of landlord and tenant. The record indubitably points to such a relationship and not to one of bailor and bailee . . . The agreement between the parties, as disclosed by the record, was not one of storage for hire which establishes the relationship of bailee and bailor but rather was one for the rental of real property which establishes the relationship of landlord and tenant even though, as here, it may be contemplated that the property will be used by the tenant solely for storage purposes."



"I'LL RING WHEN I NEED YOU AGAIN."

Warehouse SPOTLIGHT



Allied Van Meeting



Richard LaBelle (center), re-elected president at AVL's Annual Meeting, receives congratulations from A. V. Castro (left), director-at-large, and Martin H. Kennelly, first president of AVL and ex-mayor of Chicago

American Warehousemen, Merchandise Div., Elects Three Officers to Fill Vacancies

J. B. Craddock, Jr. (left), recently was elected president of the American Warehousemen's Association—Merchandise Division by the Executive Committee.

Craddock fills the vacancy created by the death of F. Donald Bateman. Craddock, a resident of Fort Worth, Texas, was vice president before



assuming his present duties.

John F. O'Halloran (right), has been elected to the vice presidency. O'Halloran's former duties have been assumed by D. E. Taylor, new member of the Executive Committee.

The new officers will serve until the Association's next Annual Meeting.

Concrete Warehouse



Lyon Van & Storage Co. has opened a new concrete, one-story warehouse to serve the Oakland-Bay area. Completely sprinklered over the entire 40,000 sq ft of storage space, it includes all the newest ideas in safety and efficient handling of household goods

—DA—
Loy G. Schaal, Minneapolis Van & Warehouse Co., was elected president of the Minneapolis Household Good Movers Association at that group's 7th Annual Meeting. Herman L. Ladin, Mohawk Transfer & Storage, was elected vice president, and H. D. Gamble, Boyd Transfer & Storage, secretary-treasurer.

MCA Accepts Group Insurance Plan for Members

At a recent meeting of the Advisory Board of the Movers Conference of America in Washington it was decided to approve a group life insurance plan for the benefit of Conference employer-members and their employees. The Board also agreed to give financial support in the labor relations case in which National Van Lines has declined to bargain with a Teamsters' Union local on behalf of its independent contractors.

Director for Transportation, Defense Dept., Addresses Annual Convention of Allied Van

Allied Van Lines members gathered at White Sulphur Springs, W. Va., to listen to Earl B. Smith, director for transportation, communications and petroleum policy, Department of Defense, discuss the transportation of household goods for the Defense Department. He presented the shipper's point of view, his expectations and experience.

Smith estimated that approximately \$73 million will be spent this year for line haul transportation by motor van carriers within the U. S., and between \$15 and \$20 million for overseas shipment.

Richard LaBelle was re-elected president and Harry Gormley and David M. Liddle were re-elected vice president and secretary. Jerry Leonard and James Cummins were elected vice presidents; Charles Morgan, treasurer. George C. Coffin and J. C. Aspinwall, Jr., were elected to the Board.

—DA—
The 1958 Annual Assembly of the Movers Conference of America has been scheduled for October 15-18 at Hotel Statler, Washington, D. C.

Warehouse Briefs

Hampton Roads Mover's and Warehousemen's Assn. has been organized in Norfolk, Va.

North American Van Lines, Inc., announces the appointment of 13 new agents. Smyth Van and Storage Co., Spokane, Wash.; Shear Transfer & Storage Co., Santa Monica, Calif.; Blue Line Moving and Storage, Inc., Waterloo, Iowa; Danbury Moving and Storage, Inc., Danbury, Conn.; Young Williams Transfer Co., Marietta, Ga.; Frank L. Castine, Inc., Pittsfield, Mass.; City Transfer and Storage, Pocatello, Idaho; Action Moving and Storage, Ludington, Mich. Also, Beckham Moving and Storage, Kennet, Mo.; Tom Daley Moving and Storage, Meredith, N. H.; Guyer-Mathias Moving and Storage, Logansport, Ind.; F & M Transfer Co., Yakima, Wash.; and Independent Truck Lines, Inc., Medford, Ore.

Atlantic Moving & Storage Co., of Atlantic City, N. J., has added another warehouse with rail siding in nearby Linwood.

The Ditter Corp. of Pennsylvania, holding company for Lauderback Transportation Co., Inc., acquired two buildings and adjoining ground at the northeast corner of Unruh and Wissinoming Sts., Philadelphia.

A general storage and distribution service is being established in Knoxville, Tenn., by Knoxville Public Warehouses, in a 300,000 sq ft building on Baxter Ave.

Charles Lemmon Jr., has purchased Hawkins Moving & Storage Co., Fayetteville, N. C. The company name has been changed to Joseph Moving & Storage Co., Inc.

Allied Van Lines announces that four new warehousemen have become member-movers. They are: Kenwood's Moving & Storage, Inc., Plattsburg, N. Y.; Lackey Transfer & Storage, Farmington, New Mexico; Lossing's Transfer Storage Co., Stanford, Fla.; and Van Transfer & Moving Co., Flat River, Mo.

A new design has been adopted by North American Van Lines, Inc., for vans, packing materials, stationery, and other materials. It features a globe in the center of a modernistic compass point. The words "North American World Wide Moving" appear on the side.

Queen City Warehouses, Inc., of Cincinnati, Ohio, have become members of Distribution Service, Inc.

North American Van Lines, Inc., has been approved as a bonded carrier by the U. S. Treasury Dept.

O. H. Frisbie Moving & Storage Co., Inc., has completed another addition to its warehouse on the West Side of Detroit. It is designed to handle storage in vaults and has 16-ft ceilings to permit double-stacking.

Charles L. Henry has been named vice president and general manager of the Jefferson Warehouse & Cold Storage Co., Birmingham, Ala.

SEWMA to Meet in New Orleans

The Southeastern Warehousemen's Assn. Annual Meeting will be held September 17-19 in New Orleans.

Granville Alley, noted labor attorney; Ken Hessey, SEWMA member recently returned from a tour of Russia; and Alex Dreier, humorist and nationally known radio commentator, will address the convention.

—DA—

Men in the Spotlight

E. H. Lamkin—named vice president in charge of sales for Wheaton Van Lines, Inc.

Curtis C. Lattimer—elected vice president-sales; Robert F. Quinlan—appointed eastern representative with headquarters in New York; and Robert F. Falter—appointed central representative at Toledo by D. H. Overmyer Warehouse Sales Co., Toledo.

Lawrence E. Fogarty—becomes a member of Chicago sales organization of Joyce Brothers Storage & Van Co., Chicago.

Harry Lambrecht—new cold storage manager at Scobey Fireproof Storage Co., San Antonio.

Robert K. Fleming—recently named Northwest district manager of Recold Corp. William C. Ryan—new Recold traffic manager.

—DA—

Powell Appointed Executive VP Of NARW, Succeeding Dalton

Richard M. Powell has been appointed executive vice president of the National Association of Refrigerated Warehouses, a division of the American Warehousemen's Association.



Powell, who has been managing director of the National Institute of Rug Cleaning, takes over his new duties on October 1. He succeeds William Dalton.

Dalton has been elected president of the American Rayon Institute, Inc., New York. He held the NARW position for the past 10 years as well as serving as the general secretary of the AWA.

The new executive vice president is a native of St. Paul, Minn., and a graduate of Carleton College. He served in the Air Force in World War II.

A new agreement has restored reciprocity for household goods carriers between Maryland and Ohio.

Expands Long-Distance Service



Here in centralized dispatch at Global Van Lines' main headquarters in Los Angeles, nationwide teletype service keeps operating personnel in constant touch with all its movement of household goods and commercial and industrial equipment throughout the country

Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. The advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

ALABAMA

Birmingham
Harris Warehouse Co.
Strickland Tfr. & Whse. Co.
Dothan
Security Bonded Whse.

ARIZONA

Phoenix
Lightning Mvg. & Whse.
Thunderbird Tfr. & Stge. Co.

ARKANSAS

Little Rock
Commercial Warehouse Co.

CALIFORNIA

Long Beach
Signal Trucking Service Ltd.
Los Angeles
Bekins Warehousing Corp.
Overmyer Whse. Sales Co.
Pacific Coast Terminal Whse. Co.
Pacific Commercial Whse., Inc.
Signal Trucking Service Ltd.
Star Truck & Whse. Co.
Oakland
Howard Terminal
San Diego
Lyon Van & Storage Co.
San Francisco
San Francisco Whse. Co.

COLORADO

Colorado Springs
Weicker Tfr. & Stge. Co.
Denver
Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.
Weicker Tfr. & Stge. Co.
Pueblo
Burch Whse. & Tfr. Co., Inc.
Weicker Tfr. & Stge. Co.

CONNECTICUT

Danbury
Shepard's Warehouse
Hartford
George E. Dewey & Co.
Hartford Despatch & Whse. Co., Inc.
New Haven
Atlantic Bonded Whse. Corp.
Davis Storage Co.
Smedley Company
Stamford
Schaefer, Inc.

DELAWARE

Dover
Delmarva Whses., Inc.

DISTRICT OF COLUMBIA

Washington
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA

Jacksonville
Laney & Duke Stge. Whse. Co., Inc.
M & M Term'l. Whse. Company
Peninsular Whse. Company
Union Terminal Whse. Co.
Miami
Colonial Warehouse, Inc.
International Bonded Whse. Corp.
Ryder Bonded Whse.
Santini Bros., Inc.

GEORGIA

Atlanta
American Bonded Whse.
Coweta Bonded Warehouse
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Honolulu
City Transfer Co., Ltd.
H C & D Mvg. & Stge.

ILLINOIS

Cairo
Hudson Warehouses
Chicago
Affiliated Whse. Companies
Allied Distribution, Inc.
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Currier-Lee Whses., Inc.
Equipment Storage Corp.
Excel Bonded Warehouse
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Lincoln Mayflower Whses.
Majestic Whses., Inc.
Midland Warehouses, Inc.
North Pier Terminal
Overmyer Whse. Sales Co.
Packers Term'l. & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Victor Stge. & Mvg.
Wakem & McLaughlin, Inc.
Western Warehousing Co.

East St. Louis
Columbia Terminals Co.
Mississippi Avenue Whse.
National City Public Whse.

Joliet
Joliet Whse. & Tfr. Co.
Transit Whse. & Dist. Co.

Kankakee
Belt Route Whse. & Stge. Co.

Pekin
Kriegsman Transfer Co.

Peoria
United Facilities, Inc.

Vandalia
Vandalia Whse. Corp.

Waukegan
Victor Storage & Mov.

INDIANA

Elkhart
Schult General Warehouse
Evansville
Beeler Warehouse Corp.
Ingle Street Whse. Co.
Mead Johnson Terminal Corp.
Terminal Whse., Inc.

Fort Wayne
Fort Wayne Storage Co., Inc.
Mitchell Sales & Stge., Inc.
Pettit Whses., Inc.

Hammond
Illiana Storage Co., Inc.
Nowak Warehouses, Inc.

Indianapolis

Indiana Term'l & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.
Merchandise Whse. Co., Inc.
Strohm Whse. & Cartage Co.
Tripp Warehouse Company

Muncie

Oren-Shirley Whses.

IOWA

Cedar Rapids
American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.
Dubuque Stge. & Tfr. Co.

KANSAS

Kansas City
G-K Warehouses, Inc.
Wichita
Brokers Office & Whse. Co.
Merchants Van & Stge. Co.
Service Transfer, Inc.
United Warehouse Company
Yellow Van Moving & Stge. Co.

KENTUCKY

Louisville
Louisville Public Whse. Co.
Mid-Land Warehouse Co., Inc.

LOUISIANA

New Orleans
H. G. Bauer Mvg. & Stge.
Commercial Term'l Whse., Inc.
Gulf Shipside Storage Corp.
Hayes Drayage & Storage, Inc.
Jackson Warehouses, Inc.
Maloney Tking. & Storage, Inc.
Standard Warehouse Co., Inc.
Shreveport
Herrin Tfr. & Whse. Co., Inc.

MAINE

Bangor
Galt Block Warehouse Co.
McLaughlin Warehouse Co.

MARYLAND

Baltimore
Camden Warehouses
Davidson Transfer & Stge. Co.
Rowley Transportation

MASSACHUSETTS

Boston
Charles River Stores operated by Merchants Whse. Co.
Hoosac Storage & Whse. Co.
Kelso Warehouses, Inc.
National Dock & Stge. Whse. Co.
Wiggin Terminals, Inc.
Springfield
Pioneer Valley Refrig. Whse., Inc.
J. J. Sullivan the Mover, Inc.

MICHIGAN

Detroit
Central Detroit Whse. Co.
Detroit Harbor Term'l's, Inc.
Edgar's Warehouses
Grand Trunk Whse. & C. S. Co.
Jefferson Terminal Whse.
Lake Shore Warehouse Inc.
United States Cold Stge. Corp.
Saginaw
Central Warehouse Co.

MINNESOTA

Minneapolis
Minneapolis Terminal Whse. Co.
Security Warehouse Co.
St. Paul
Central Warehouse Co.
St. Paul Term'l Whse. Co.

MISSOURI

Joplin
Sunflower Tfr. & Stge. Co.
Kansas City
Central Storage Co.
Crooks Terminal Whses., Inc.
Evans Whse. Service
G-K Whses, Inc.
Jacobs Warehouse Co., Inc.
Kansas City Term'l. Whse. Co.
Midwest Terminal Whse. Co.
St. Louis
Distributors Whse.
Keystone Warehousing Co.
S. N. Long Warehouse
Madison St. Term'l. Whse. Corp.
Rutger St. Whse., Inc.
St. Louis Terminal Whse. Co.
Tyler Whse. & Cold Stge. Co.
Warehousing Corp. of Mo., Inc.

Springfield

General Warehouse Corp.

NEBRASKA

Lincoln
Sullivan Tfr. & Stge. Co.
Omaha
Ford Stge. & Mvg. Co.
Gordon Stge. Whses., Inc.
Knowles Stge. & Mvg. Co.
Omaha Central Whse. Co.

NEW HAMPSHIRE

Manchester
McLane & Taylor Corp.

NEW JERSEY

Atlantic City
Atlantic Moving & Storage Co.
Camden
Camden Marine Terminals
Evenson & Levering
Elizabeth
Lehigh Whse. & Transp'n Co.
Wheeling Transportation, Inc.
Jersey City
Cooke Warehouse Corp., Inc.
Lackawanna Whse. Co., Inc.
Wheeling Transportation, Inc.
Newark
Federal Stge. Whses.
Lehigh Warehouse & Transp'n Co.

Port Newark
Wheeling Transportation, Inc.
Trenton
Anchor Warehouse Co.
Delaware Valley Whse. Co.

NEW YORK

Brooklyn
Empire State Whses. Co.
Buffalo
American Household Stge. Co.
Buffalo Merchandise Whses., Inc.
Keystone Warehouse Co.
Knowlton Warehouse, Inc.
Geo. Laub's Sons

Lederer Terminals
Wilson Warehouse, Inc.
Deer Park, L. I.
Pinter Warehouse, Inc.
Dunkirk
Tidewater-Cleveland Stge.
Corp.

Little Falls
Miller Warehousing Corp.

New York City
Affiliated Ws. Companies
Allied Distribution, Inc.
American Chain of Ws., Inc.
Associated Warehouses, Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Ws.
Overmyer Ws. Sales Co.
Santini Brothers, Inc.
Sofia Brothers, Inc.
West Side Warehouses, Inc.

Rochester
Geo. M. Clancy Carting Co.,
Inc.

Syracuse
Great Northern Ws., Inc.
King Storage Ws., Inc.
Midstate Whsing. Corp.
Paul-Jeffrey Company

White Plains
J. H. Evans & Sons, Inc.

NORTH CAROLINA
Charlotte

American Stge. & Ws. Co.,
Inc.
Dixie Cartage & Wsng. Co.
Union Ws. Co., Inc.

Raleigh
Carolina Stge. & Dist. Co.
Raleigh Bonded Ws., Inc.

NORTH DAKOTA
Fargo
Union Storage & Tfr. Co.

OHIO
Akron
Cotter Merchandise Stge. Co.

Canton
Canton Storage, Inc.

Cincinnati
Cincinnati Term. Ws., Inc.

Cleveland
Assembly Distribution Service,
Inc.
Conaty Warehouse Co.
Lederer Terminals
National Terminals Corp.
Railway Warehouses

Columbus
Columbus Term. Ws. Co.
Merchandise Ws. Co.
Neilston Storage Co.
Ohio Warehouses, Inc.

Dayton
Dayton Warehouses, Inc.
Lewis & Michael, Inc.
Union Storage Co.

Toledo
Great Lakes Term. Ws. Co.
Merchants & Mfrs. Ws. Co.
Toledo Terminal Ws., Inc.

Youngstown
Lederer Terminals

OKLAHOMA
Oklahoma City
General Warehouse Corp.
O. K. Tfr. & Stge. Co.
Tulsa
General Warehouse Corp.

OREGON
Portland
Holman Transfer Co.
Lyon Van & Storage Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Ws. Co.

PENNSYLVANIA
Allentown
Hummel Warehouse Co., Inc.
Altoona
Ward Warehousing Corp.
Butler
Nicholas Tfr. & Stge. Co.
Erie
Erie Warehouse Co.
M. V. Irwin Moving & Stge.
Harrisburg
Harrisburg Storage Co.
Harrisburg Warehouse Div.,
Western Whsing. Co.

Lancaster
Lancaster Storage Co.
Philadelphia
Commercial Warehousing Co.
Gallagher's Ws., Inc.
Mack Warehouse Corp.
Merchants Ws. Co.
Pennsylvania Whsing. & Safe
Deposit Co.
Terminal Warehouse Co.
Pittsburgh
Beacon Warehouse, Inc.
Shadyside Tfr. & Stge. Co., Inc.
White Terminal Co.

Scranton
Quackenbush Warehouse Co.
Williamsport
Williamsport Storage Co., Inc.

SOUTH CAROLINA
Charleston
Berkeley Storage Co.
Charleston Ws. & Fwdg.
Corp.

Columbia
Carolina Bonded Stge. Co.

TENNESSEE
Chattanooga
Chattanooga Ws. & C.S. Co.

Memphis
Mayer Ws. & Term., Inc.
Midwest Terminal Ws. Co.
Poston Warehouses, Inc.
Vaiden Warehouse

Nashville
Bond, Chadwell Co.
Central Van & Stge. Co.

TEXAS
Corpus Christi
Crocker Transfer & Stge. Co.,
Inc.
Dallas
Cliff Delivery Service
Dallas Transfer & Term. Ws.
Co.
Interstate-Trinity Ws. Co.
El Paso
El Paso Term. Ws., Inc.
International Ws. Co.
Fort Worth
Binyon O'Keefe Stge. Co.
Johnson Stge. & Van Co.
United States Cold Stge. Corp.

Houston
American Warehouses, Inc.
Houston Central Ws. & C.S.
Co.
Houston Term. Ws. & C.S.
Co.
Houston Warehouse Service,
Inc.
Patrick Tfr. & Stge. Co.
T.P.C. Stge. & Tfr. Co., Inc.
Texas Service Ws. Co.
Union Transfer & Stge. Co.
Universal Term. Ws. Co.
Wald Term. Ws. Co., Inc.

UTAH
Salt Lake City
Central Warehouse

VIRGINIA
Norfolk
Security Storage & Van Co.
Southgate Storage Co., Inc.

WASHINGTON
Seattle
King Van Lines
Taylor-Edwards Ws. & Tfr.
Co., Inc.
Spokane
Riverside Warehouses, Inc.
Taylor-Edwards Ws. & Tfr.
Co., Inc.

WISCONSIN
Green Bay
Green Bay Ws., Inc.
Leicht Tfr. & Stge. Co.
Madison
Hansen Stge. of Madison, Inc.
Milwaukee
American Warehouse Co.
Hansen Storage Co.
National Warehouse Corp.
Terminal Storage Co.

CANADA
Toronto, Ont.
Howell Warehouses Ltd.
Terminal Warehouses Ltd.
Toronto Storage Co. Ltd.
Montreal, Que.
St. Lawrence Warehouse, Inc.

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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
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PHOENIX, ARIZONA

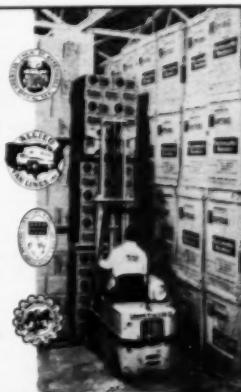
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 - 20 Car Capacity
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Allied Distribution
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GENERAL MERCHANDISE STORAGE
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EXPERIENCED, EFFICIENT, BONDED PERSONNEL
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LOCAL CARTAGE**

Largest commercial warehouse in San Diego area. Santa Fe spur, free switching any R.R. 5 fork lifts. 105,000 sq. ft. Sprinklers.
E. B. GOULD, Mgr.
P O B 13056 Z 13, San Diego, Calif.
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NFWA AWA

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COMPLETE WAREHOUSE SERVICE
500,000 Sq. Ft.

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WEICKER TRANSFER & STORAGE CO.

- ★ Pool car distribution—
- ★ Moving, packing, shipping.
- ★ Crane, Winch, Heavy hauling equipment.

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In Denver call LARSEN

Specializing in General Merchandise Storage and Pool Car Distribution

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- SPRINKLERED SPACE
- LOCAL DELIVERIES
- LOW INSURANCE RATE

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Affiliated WAREHOUSE COMPANIES
NEW YORK CHICAGO

and Firms are Arranged Alphabetically

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Represented by  ALLIED DISTRIBUTION INC.
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NEW YORK 36 11 WEST 42ND ST. PLan. 6-9947

DENVER, COLO.

1700 Fifteenth, Denver 17, Colo.

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- ★ Operate a statewide, daily motor freight service under regulation of the Interstate Utilities Com. Connection with Interstate Truck Lines to Principal Cities. Wholesale and distribution facilities in Colorado Springs and Pueblo.
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General Office and Warehouse
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PUEBLO, COLO.

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- ★ Pool Car Distribution
- ★ Freight Forwarding and Distribution

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DANBURY, CONN.

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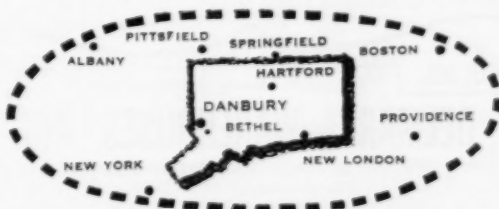
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In the Gateway to Southern New England



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HARTFORD DESPATCH H and WAREHOUSE CO., Inc. H

410 Capitol Ave., Hartford 1, Conn.

- ★ Public Storage
- ★ Pool Car Distribution
- ★ 100% Palletized
- ★ ADT Protective Service
- ★ Prompt Delivery Via Own Fleet

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Merchandise Storage—U. S. Customs and Internal Revenue Bonded—Consolidation—Storage and Distribution—Inventory Control—Telephone and Clerical Service—Brick and Concrete Building—Sprinklered—Heated—Private Siding NYNH&H R.R.—All Trucking Facilities—Pool Car Distribution.

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Modern Fireproof Warehouse

Members: Connecticut Warehousemen's Assn. and Associated Warehouse, Inc.

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established 1860

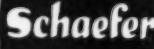
Complete Storage and Distribution Service
Merchandise—Household Goods
AWA—NFWA—AVL agents

STAMFORD, CONN.

AGENT ALLIED VAN LINES, INC.

COMPLETE WAREHOUSE

For the fabulous Fairfield-Westchester area store with Schaefer . . . 75,000 square feet of Modern fireproof storage. Storage of household goods and merchandise.



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Member of AWA—NFWA

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Wm. St. & Penna. R.R., Dover, Delaware
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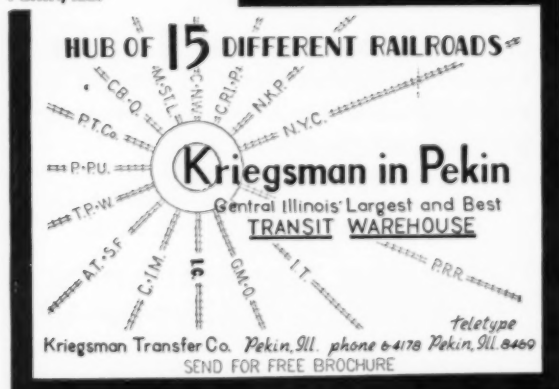
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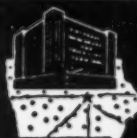
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Million Gallon...

(Continued from Page 59)

were narrow. The conveyor is able to deliver direct to the required floor where narrow gangways limit the size of loads.

In taking the products from the warehouse shelf to the vehicle dock, the basic problem was "assembling." Between the two types of orders handled (local customers' orders and country-wide depot orders), the difference is the number of tins per item and the number of items per order. In the case of depot stock orders, some control can be exercised to avoid repetition of orders for small quantities. Customers' orders, on the other hand, must be taken as they come. Analysis of depot stock orders showed that, according to the size of tin, between 25 and 50 per cent of the volume could be satisfied direct from stock kept on pallets.

The prospect was that this proportion could be increased. This led to the innovation of carrying

some stocks (about one tenth of the whole) on pallets. Also, by carrying temporary surpluses on pallets, shelf utilisation can be improved.

Customer Orders

Customers' orders, however, cannot be satisfied from palletised stocks. The number of different items is large and the number of tins per item small.

The conveyor system, therefore, was suited to dealing with many items of a few tins each. This compares favourably with the old stillage and hand truck system. Some of the advantages are: gangway widths of 3 ft make space for 60,000 more gallons of working stock; a much shorter time cycle and better space utilisation; elimination of the need for the operator to pull and manoeuvre a weight of about one ton; reduced floor maintenance; reduction, perhaps to one quarter, of the need for stooping; easier vertical conveyance; and eliminations of the space needed by stillages at various points.

While the bulk of the small size stock is kept on steel shelves, 5- and 40-gal drums are stored on end on pallets and, in the case of the smaller drums, the pallets are kept in steel racks. An outside compound is used for various products in carboys and jars.

Similarly, in the warehouse, it is essential to be able to dispatch components of the same order in haphazard sequence from several operators in different parts of the storage area. Such components must arrive at checking points in definite sequence.

Conveyor Selected

To meet these needs, overhead chain conveyors with suspended trays were chosen.

The trolleys, from which the trays holding the tins are suspended, can be transferred from one chain to another by means of a previously adjusted set of keys.

Along the horizontal sections of the conveyor system, the trolleys rest on the conveyor chain and travel by friction only. At ramps,

(Please Turn to Page 112)

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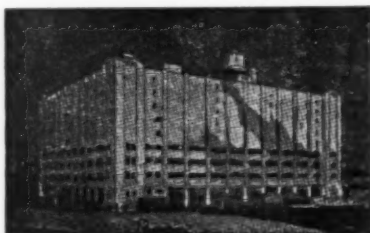
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STORAGE CARTAGE POOL CAR DISTRIBUTION

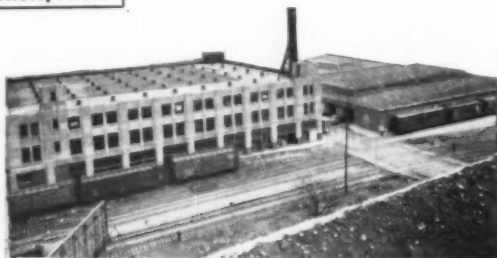
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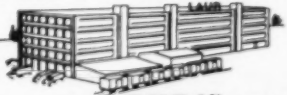
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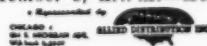
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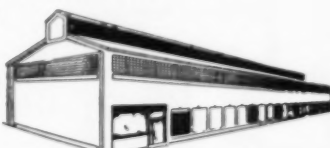


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WAREHOUSING • DISTRIBUTION • TRUCKING

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Million Gallon...

(Continued from Page 97)

the trolley becomes positively engaged to the chain by means of sliding "dogs" in the chain.

Following the handling operation through from the filling shop, the tins from the filling lines are loaded onto trays. The control key on the trolley is set for the floor of the warehouse at which delivery is to be made. The tray then will be shunted off automatically at that floor. There the tins will be stacked by hand, according to type, size, and color.

A conveyor system along the central gangway on each level is used to assemble orders in the storage area. It delivers them to the packing area. The warehouse is divided into zones, each of which has an assembler responsible for making up orders or part orders.

Each assembler is assigned to one area. He receives his instructions from the conveyor controller by a pneumatic tube system. Using a specially designed trolley incorporating a step ladder, he collects the different items specified on the order sheet. He takes them to a loading station in the gangway where an empty tray waits. When he has loaded the tray, the assembler

operates a control to send it back onto the conveyor. The next empty tray to reach the station automatically waits for the next load. Before raising a tray to the main conveyor line the assembler marks the order number on a small flag which travels with the tray and adjusts the control key which determines on which of eight marshalling lines the tray will wait.

The marshalling lines are located at the end of the conveyor system. Various trays for the same order arrive on various marshalling lines. When the order is complete, the conveyor operator sends all the trays from the marshalling section off onto a transfer conveyor. This takes them to storage loops in the roof of the building. There they circulate, like planes "stacked" while wait-

ing to land at a crowded airport, while awaiting checking and packing.

After packing, the complete orders are taken by conveyor or fork truck, according to the type of item, to the loading bays.

Dispatches from the warehouse fall into four main groups: small containers (1 gal or less) for local delivery in vans; small containers packed in cartons for long distance delivery by public transport services; small containers in the form of clamped pallet loads for delivery to other depots and large customers; and drums, kegs, carboys, and jars for both local and long distance delivery. For loading the first, second, and part of the fourth types of items, slatted conveyor equipment is used. Fork trucks are used for loading the remainder.

To save ground floor space, long distance packed goods are dispatched from the ground floor and local unpacked goods from the first floor. On each of these floors, the conveyors reach back into the building to the full extent of the holding area. Outside, each conveyor projects 12 ft from the building at a height of 7 ft 3 in., the conveyor head being extendable so that it can be run out an additional 8 ft into a closed van. •

(Resume Reading on Page 60)

High building (left) is storage area. Loading bays are at right



and Firms are Arranged Alphabetically

GREEN BAY, WIS.

GREEN BAY WAREHOUSES, INC.

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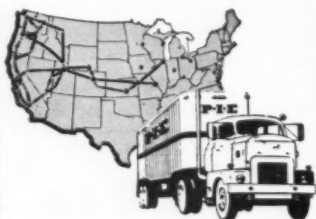
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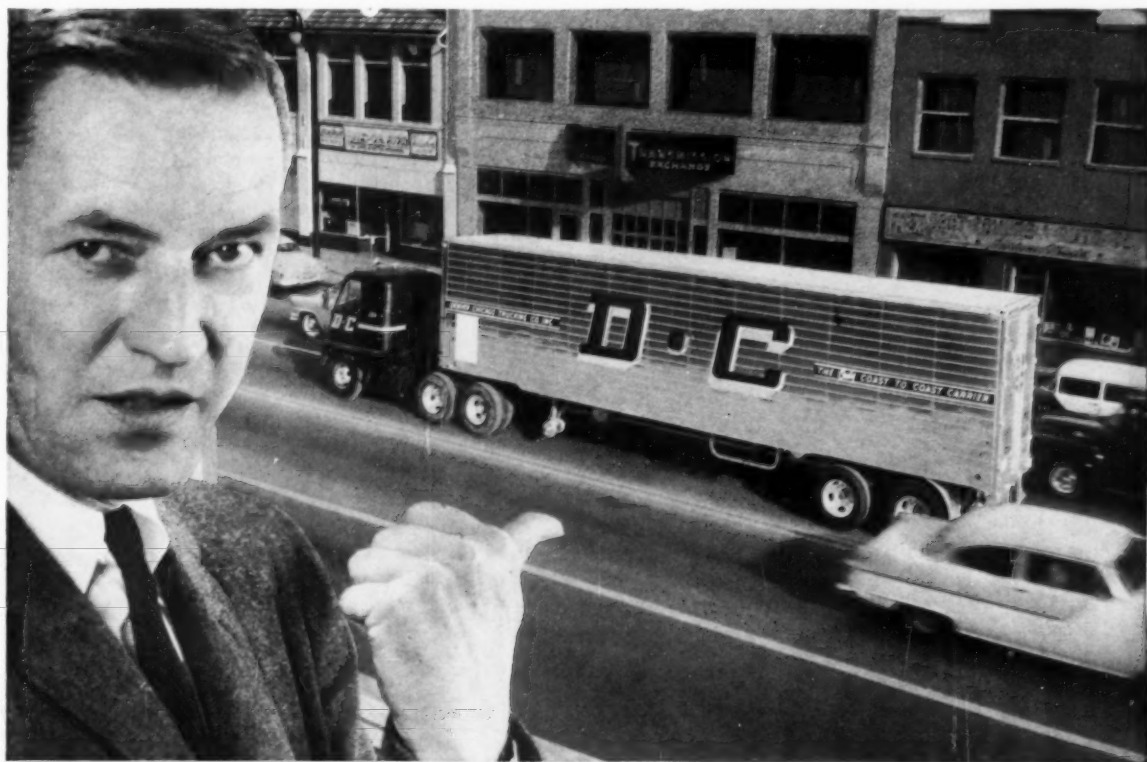
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